Board of Trade Journal

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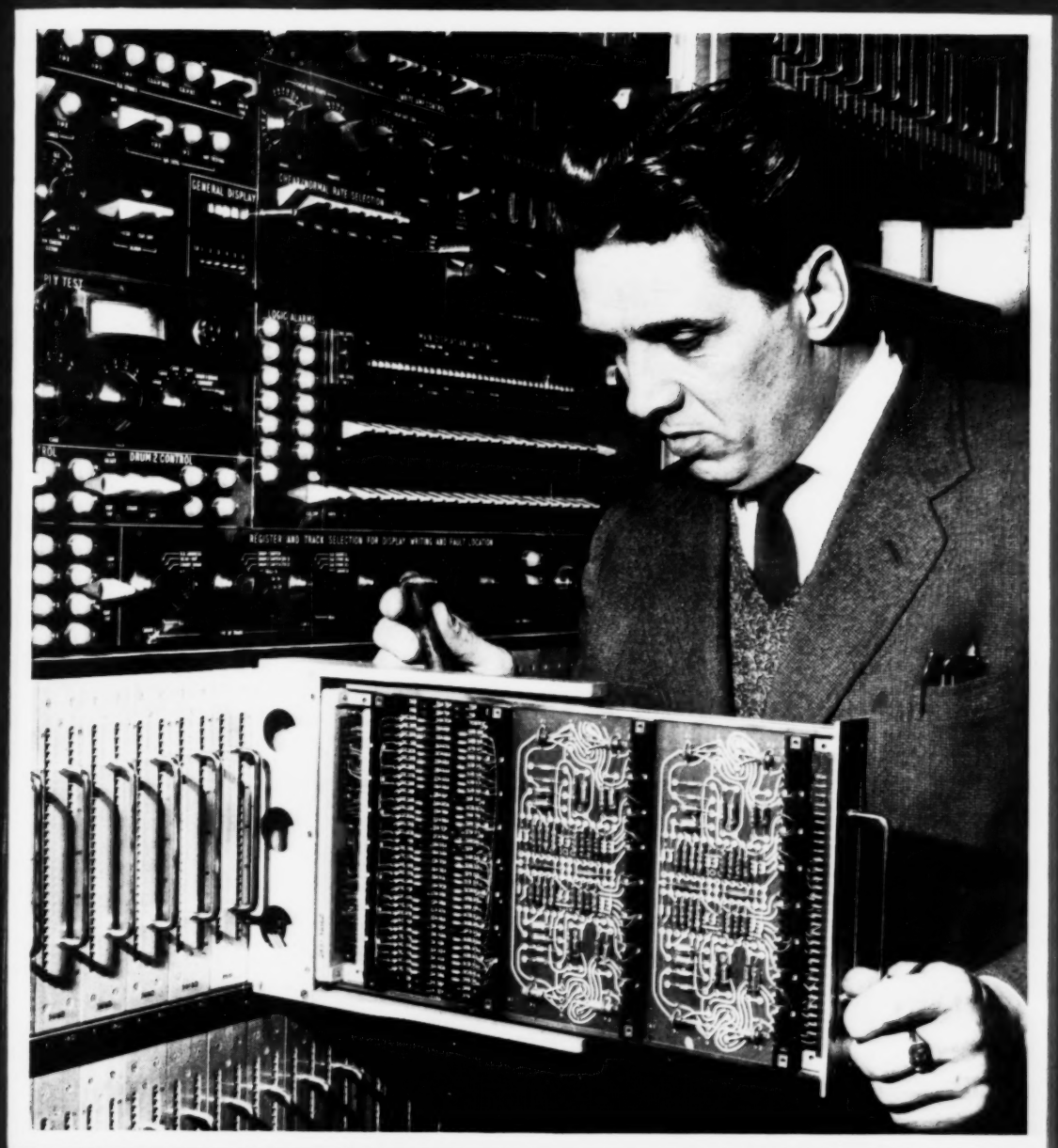

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Board of Trade Journal

VOLUME 189, NO. 3572, PAGES 493-544
3 SEPTEMBER 1965
PRICE 1*s.* 6*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £4 12*s.* 6*d.*

Business travel in Canada 495
Burberry's increase exports by 130 per cent in four years . 496
New members for Committee for Exports to New Zealand . 496
Applications for the Queen's Award to Industry . . . 498
Trade with Poland 498
British Section of Bulgarian Chamber of Commerce . . 498
Tourist arrivals up 100,000 on last year 498
Birmingham engineers to expand in Sunderland . . . 498
ICI to build £31 million nylon plant in Ayrshire . . . 498
Clydebank shipbuilders deliver 25th post-war tanker . . 498
Model law on inventions 498
London trade enquiry offices of overseas countries . . 498
Assistant Official receiver 498
Imports of sugar 499
The Import Duty Drawbacks (No. 7) Order 1965 . . . 499
The Import Duties (Temporary Exemptions) (No. 5) Order 1965 499
Patents endorsed 'Licences of Right' 499
Advance factories in Scotland 500
Government surplus sales by auction 503

STATISTICS
The economy: selected indicators 506
World trade and production in the first quarter of 1965 . . 507
Business Monitor: Production Series 509
United Kingdom Overseas Trade 510
Private pension funds continue to invest in government securities 514
Registrations of British and foreign films 515
British film fund agency 515

EXHIBITIONS AND FAIRS
Mr. Douglas Jay to visit British Exhibition in Tokyo . . 516
United Kingdom is largest exhibitor at Houston International Fair 516
Southern California is an expanding market for British foodstuffs 518
First engineering exhibition at Design Centre 518
European trade fairs and exhibitions 519

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
Italy and Japan. France and Israel. Algeria and Ivory Coast. Hints to businessmen visiting Argentina and Yugoslavia . 525
Information for Exporters 526
Export Orders 530
Export Tours 531

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Cameroon: Global quotas for 1965 535
Chile: Amendments to import list Reduction of customs duties 537
Colombia: Import regulations 537
European Free Trade Association: Relaxation of the Consignment Rule 541
Ghana: Notice to manufacturers 534
Haiti: Customs tariff 537
India: Supplementary Budget August 1965 535
Italy: Temporary reductions of customs duty . . . 542
Jamaica: Import licensing arrangements 538
Kenya: Import licensing regulations 534
Malagasy Republic: Import tax modifications . . . 535
Nigeria: Customs tariff amendments. Letters of credit . . 532
Singapore: Imports of pharmaceutical preparations . . 536
South Africa, Republic of: Import control 535
Switzerland: Increases in monopoly tax on imported spirits and liqueurs. Special rates of duty on certain commodities . 542
Trinidad and Tobago: Import licensing. Customs tariff . . 538
Turkey: Global import quotas and liberalization lists . . 542
Venezuela: Customs duty 537
INDEX TO STATISTICS 544

Front cover photograph

In the International Telephone Exchange at Faraday House, London, a Post Office engineer inspects one of the 378 circuit boards of the electronic accounting equipment.

Every time an international telephone call is made from the United Kingdom, appropriate payment must be made to overseas telephone administrations concerned for the use of their lines.

For many years these payments were calculated from records prepared manually by international exchange operators. Today, however, the Post Office record this data electronically with a digital system at the International Telephone Exchange, Faraday House, Developed by British Telecommunications Research Limited – a Plessey Group research organisation – the equipment uses magnetic drum stores and is a very advanced form of special purpose data-processing installation which has been designed to accept a large number of simultaneous data imputs in 'real time'. It is capable of dealing with information from over 2,000 sources, and the total time capacity of all the various call-duration stores amounts to over a quarter of a million years. For other statistical items, storage is provided for over 120,000 million entries.

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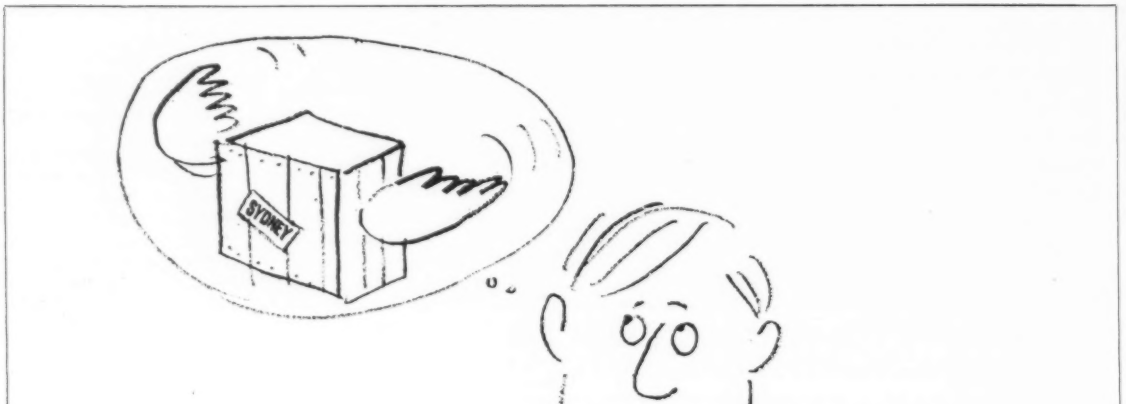

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AMERICAN EXPRESS

Business travel in Canada

By J. B. INGRAM, First Secretary (Commercial) British High Commission, Ottawa.

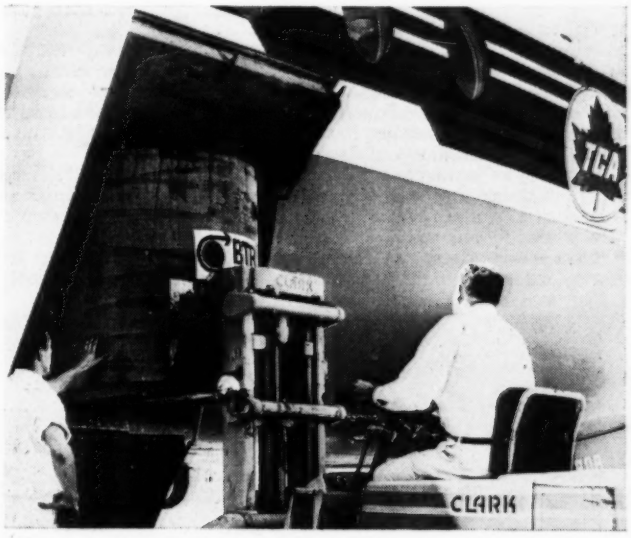
For hundreds of years 'Gentlemen Adventurers' from Britain have found it profitable to do business in Canada. Canada's emergence as one of the great trading nations of the world owes much to British initiative, emigration and capital. And there are many as yet undiscovered frontiers of business opportunity in this lively, bustling young giant of a country.

Canadians are good customers for many British products. But to buy more they must be 'sold' – they must be called on and not just corresponded with. In the way of more selling visits stand not only the wide water barrier but also certain misconceptions about the difficulties and costs of travel in Canada.

This land, with only 19 million people, living for the most part in a narrow populated belt a few hundred miles deep but 5,000 miles wide, still has undiscovered frontiers to excite the modern business pioneer.

The salesman, the executive, the buyer, the man looking for new markets, sometimes overlooks Canada – not because Canadian goods are non-competitive or the market not excellent – but because some companies consider that the cost of sending their representatives would outweigh the returns. But to travel to Canada and in Canada need not be costly.

The country is, of course, unbelievably big. If the North Atlantic ocean distance from Britain to Canada is used as a convenient, cosmic measure, Canada is one and one-half 'oceans' wide and extends more than one 'ocean' north to the Pole. But trans-Atlantic air fares are lower than ever. The 21-day economy excursion fare from London to Montreal costs $299.50, while the London to Vancouver fare is $519.50, allowing stop-overs in each city en route. By sea, there are many varieties of prices, 30-day excursion fares, economical tourist rates or those for luxurious first-class passage. Many companies believe that a busy executive should travel one way across the Atlantic by sea to be relaxed and ready for work on arrival.



Unloading a 246ft. roll of BTR Industries' conveyor belting at Toronto International Airport. The belt weighed one ton and was made by BTR and delivered to Canada in seven days.

Travel costs compare favourably

Travel costs within Canada compare very favourably with those of other countries; as an example, the three thousand miles from Montreal to Vancouver costs $70.00 one way in a coach-class reclining seat on a renowned trans-continental train. By air – a six-hour flight by jet – the one-way economy trip would cost $120.00, with stop-over privileges. Self-drive car hire is popular – an average price would be $9.00 per day for a medium size car plus 9 cents per mile, or a weekly rate of approximately $50.00 plus mileage.

It is possible to travel in Canada on as little as $5.00 per day for meals – excellent breakfasts are obtainable at the many and varied hotel cafeterias for $1.00-$1.50. In restaurants, very good lunches and dinners range from $1.50-$3.50. At higher prices, the finest in international cuisine can, of course, be found in selected big city hotels and restaurants.

It is surprisingly easy to move around Canada. There are excellent rail, road and air connections between major cities. Weather seldom interferes with travel and, even in winter, highways are seldom closed for more than an hour or two. For the economy-minded, 99 days of unlimited bus travel west of Montreal is available for $99.00 and 30 days of rail travel for the same amount. In short, the country is big, but transportation costs are not.

Now, as to accommodation costs. In such cities as Montreal, Toronto and Vancouver, the range of hotel prices is very wide. At the top of the scale are the large, international hotels with all the conveniences for conferences, meetings and sales rooms. A bedroom can be used as an office by day, with air conditioning, stenographer services and all the facilities that a large hotel offers. This would cost $11.00-$16.00 per person per night for a single room with bath. Next down the line are the middle-class hotels, with good facilities, bar and restaurant service, meetings and sales rooms. These are usually well positioned in the centre of the city at a price of $6.50-$11.00 per night for room and bath. For the salesman who is constantly on the move and wishes a comfortable room in a simple setting, there are also smaller hotels or tourist homes in downtown locations where prices range from $3.00-$5.00 a day. Meals are seldom included in room costs.

Increasingly, motels or motor hotels are being developed in downtown areas, which offer services equal to those of the large hotels, at rates that are roughly comparable. A motorist often prefers to be able to drive up to the door of his room, and still be only a few blocks from downtown business activities.

Excellent motels

Along every highway and well into the outskirts of most Canadian cities, there are excellent modern motels. They are well-equipped, and offer the traveller every comfort at an average cost of $7.00-$11.00 for a room with bath.

In summary, the business traveller can move across Canada and get quite acceptable transportation, accommodation and meals at prices that are not out of line with those charged in several European countries.

Of course, any investment in business travel must be related to the potential returns. As Canadians approach the end of their first century of working together in Confederation, there is a ferment of construction and exploration activity. Almost daily, new wealth is being found in the soil or under it. Canadians expect to enter the 21st Century with forty or fifty million people. With a much greater home market and probably with two or three hundred million more customers next door in the United States, Canada each year should offer a greater market for British exports – if the market is actively cultivated.

Anyone thinking of a visit to Canada will find the Canadian Government Travel Bureau at 19 Cockspur Street near Trafalgar Square, helpful with advice, maps and literature. Government travel bureaus in each provincial capital or the Agents General of the Canadian Provinces in London are also eager to assist. Travel agents and transportation companies in Britain can quote prices and arrange passage and hotel reservations.

Many information services

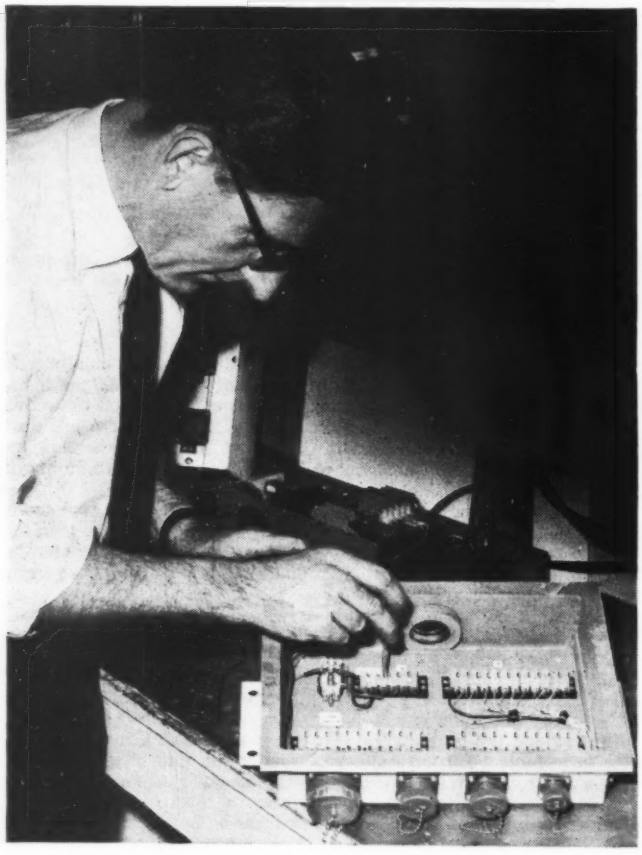
There are also many information services in Canada for business visitors. Assistance on itineraries or accommodation can be sought from information bureaus in most cities. Assistance with business contacts can be arranged by local boards of trade, with the Commercial Department of the British High Commission in Ottawa or through the British trade representatives stationed in Halifax, Montreal, Toronto, Winnipeg, Regina, Edmonton and Vancouver.

The Tours and Conventions Division of the Canadian Government Travel Bureau, working with other government departments, both federal and provincial, has arranged itineraries for specialized group studies across the country.

Many industries are finding it extremely profitable to send teams of management and sales staff overseas to study, at first hand, the processes and methods of manufacture. New industrial growth across Canada is a challenge to all facets of production. Canada has welcomed many groups of businessmen in such fields as mining, forestry, timber products, dairy farming and fisheries.

A country as big and as active as this, which Britain has had so large a part in developing, should have particular appeal for 'Gentlemen Adventurers' from Britain who come to the New World in search of 'new worlds to conquer'.

Business opportunity in Canada, which will expand through the century, extends from the Atlantic to the Pacific and far into the North



Rank Audio Visual television department specially designed equipment to the specifications of the Canadian Department of Transport for two weather/oceanographic ships. Here checking is being carried out on controls for camera patch panel units – these accept video and control signals from camera units and feed them to the main control assembly.

Cartons containing 'Six Nip Gift Packs' of Merrydown country wines being packed for Los Angeles following a repeat order for 1,150 packs. The six different wines are in 4⅓ oz. bottles. Mr. I. A. Howie (right), managing director of the Merrydown Wine Co. Ltd., Horam, is also watching the dispatch to Norway of 200 dozen bottles of the health drink Honegar and a similar order for cider vinegar. Merrydown now export their wines to over 50 countries (*see page* 518).

Burberry's increase exports by 130 per cent in four years

MR. A. R. GLEN, chairman of the Export Council for Europe, was the guest of honour at a luncheon held by Burberry's Ltd. in London on August 24 after their annual sales conference. The guests included the Commercial Attachés of Italy and France, overseas representatives of the firm, members of the Export Council for Europe, and the Board of Trade.

Mr. W. S. Peacock, chairman of Burberry's, gave an encouraging picture of the firm's rising exports, up by 130 per cent in the past four years and by 40 per cent last year alone. He said that Burberry's considered the Government export rebate scheme an excellent one and were preparing to use it constructively by alloting half to the supplementary advertising campaign in the United States and half to the problem of obtaining trainee labour. Mr. Peacock said, 'The clothing industry, unlike many others, require more than just machine minders and our labour has to be trained over a considerable period, during which time we compete with wage rates offered elsewhere. We have decided now to pay our trainee labour higher rates than competing industries, and to use our export rebates to subsidize them during this unproductive period.'

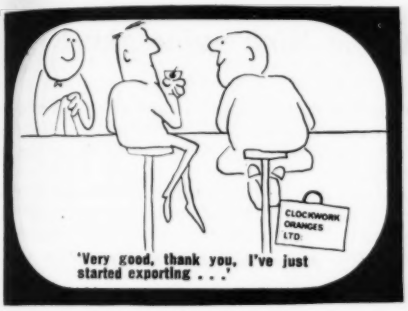
Mr. Glen, replying to the toasts to the guests, spoke of the need to show potential customers abroad that Britain was a leader, not merely an historic relic. Urging that more should be made of Britain's technological achievements, Mr. Glen noted that in this respect the British Week at Milan would show an improvement over Amsterdam, but that still more could be done by all sectors of industry to enable Britain to reach her full export potential.

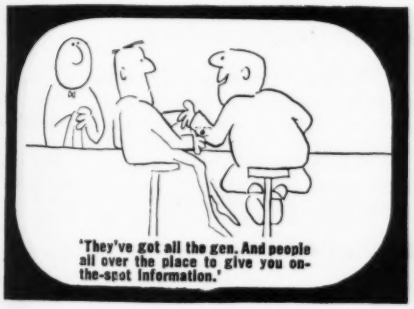
New members for Committee for Exports to New Zealand

THE BRITISH National Exports Council announce that four new members have joined the Committee for Exports to New Zealand. They are: Mr. Michael Holt, managing director of Holt Products Ltd., chairman and managing director of Romac Industries and director of various subsidiaries; Mr. John A. MacConochie, chairman and managing director of Shaw Savill & Albion Co. Ltd., and a director of Furness Withy & Co. Ltd.; Colonel Alan Raymond Mais, chairman and joint managing director of the Trollope and Colls Group of Companies; and Mr. Hector R. Prytz, a director of International Computers & Tabulators Ltd.

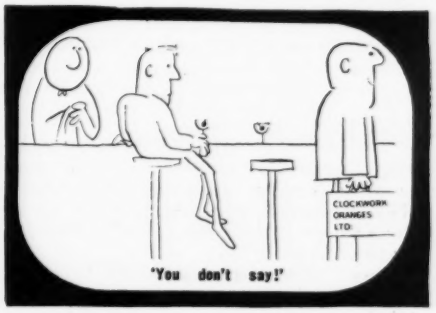
How to export clockwork oranges

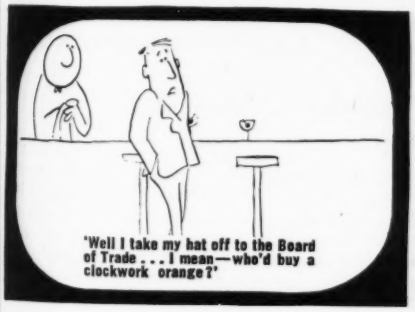
These drawings (reading from left to right) are taken from a one-minute cartoon film sponsored by the Board of Trade and produced by TV Cartoons Ltd. for the Central Office of Information. The film is designed for showing on television as part of the campaign to publicise the Government services for exporters. It has been shown several times on BBC1 and further transmissions will take place during the next few months.

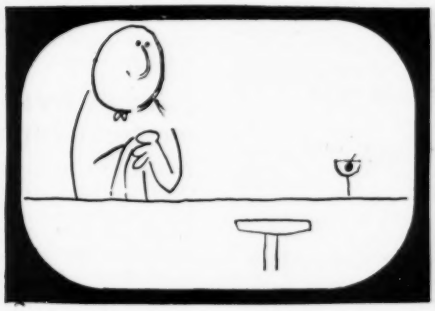


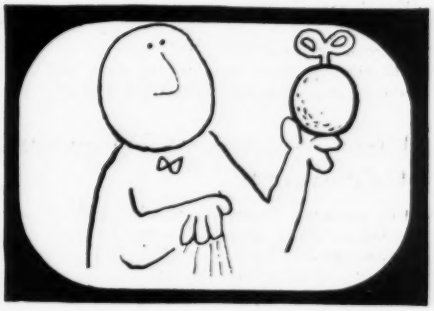


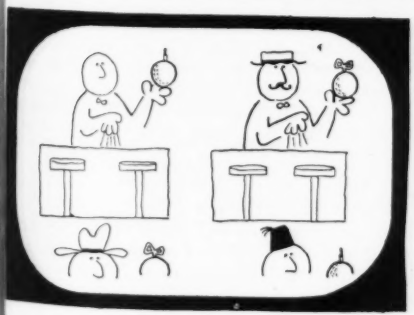
'They've also full information on tariff and import regulations, local tastes and trading methods, and status information on potential business contacts.'

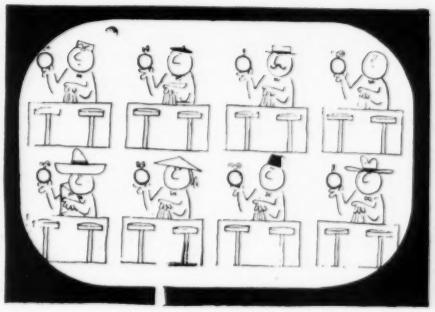












Historical launch

The 'Ocean Prince', claimed to be the first ocean-going semi-submersible oil drilling island to be built in Britain, being launched at the South Bank, Middlesbrough, Yorkshire, yard of Smith's Dock Company Ltd. recently. Smith's Dock say that normally United States builders launch the bottom hull segments before erecting the columns supporting the main deck so Smith's Dock made launching history with this splash.

Applications for the Queen's Award to Industry

APPLICATION forms for the Queen's Award to Industry, the scheme for which was announced by the Prime Minister in the House of Commons on August 3, following the report of the Duke of Edinburgh's Committee, are now available from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 7000).

Trade with Poland

MR. R. M. JOHN, First Secretary (Commercial), Warsaw, is expected to undertake a tour of duty in this country at the end of September. His programme will include visits to Leeds (September 27-28), Birmingham (September 29-30), Newcastle (October 4-5), and London (October 6-8).

British firms and organizations which wish to meet Mr. John to discuss specific export problems concerning the Polish market are asked to contact the appropriate Board of Trade Regional Office (Tel. Leeds 31761, Ext. 74; Birmingham Midland 8221, Ext. 26; Newcastle-upon-Tyne 27575, Ext. 402) or Board of Trade Headquarters (Abbey 7877, Ext. 2258).

Because of the very limited time available, Mr. John will not be able to visit centres other than those mentioned above.

British Section of Bulgarian Chamber of Commerce

THE LONDON Chamber of Commerce have been notified by the Bulgarian Chamber of Commerce of the establishment of a British Section of the Bulgarian Chamber. The Section, which is the first of its kind set up by the Bulgarians, follows on the recent visit to Bulgaria by a Businessmen's Mission organized by the London Chamber.

Mr. Dobri Alexiev, Director-General of the Bulgarplod and First Deputy Minister of Foreign Trade, has been elected as the first chairman of the Section.

Tourist arrivals up 100,000 on last year

EIGHT HUNDRED AND SEVENTY THOUSAND foreign visitors came to Britain in the first six months of this year, reports the British Travel Association, Britain's official tourist organization. This was an increase of 100,000 (13 per cent) on the same period of record-breaking 1964.

A BTA spokesman gave these figures when he announced that 269,000 foreign visitors arrived in this country in June – 40,000 more than in the same month last year.

Birmingham engineers to expand in Sunderland

THE BOARD OF TRADE are to build a 20,000 sq. ft. factory at Sunderland on the North Hylton Road Industrial Estate which will be occupied by Charles Winn & Co. Ltd., Birmingham. The company have over 100 years' experience in developing and manufacturing valves for the handling of fluids, and this new factory is required to meet their rapidly expanding export market.

The decision to manufacture in Sunderland was taken following the company's survey of other development areas. Sunderland was selected because of its long engineering tradition and the close proximity of excellent exporting facilities.

The Board of Trade expect to have the factory ready for occupation by June (1966), by which time Winn's intend to have an initial labour force of about 50 with a view to expansion to 200 in due course. Before the factory is completed some of the 50 will be selected for training at the company's Granville Street works in Birmingham and will occupy key positions when production begins in Sunderland.

ICI to build £31 million nylon plant in Ayrshire

THE ICI Board have approved the construction of another nylon polymer plant at a total cost of around £31 million on a site at the company's Ardeer Works at Stevenston, Ayrshire. Work on the site is to begin almost immediately.

The establishment of a new science-based industry in North Ayrshire will greatly enhance the employment potential of the area and strengthen the Scottish economy as a whole. When fully operational the plant will employ about 1,100 people, of whom 60 or so will be university graduates.

The new plant is scheduled to be completed and brought into production during 1967.

Clydebank shipbuilders deliver 25th post-war tanker

THE 64,600 dwt tanker *British Confidence*, launched in February, has successfully completed extensive sea trials in the Firth of Clyde and was handed over on August 24 by her builders, John Brown & Co. (Clydebank) Ltd., to her owners the BP Tanker Company. She is the eleventh Clydebank-built tanker delivered to BP, and is the twenty-fifth to be built by John Brown's of Clydebank since the war.

Model law on inventions

A MODEL LAW on inventions and technical know-how to meet the special needs of developing countries has recently been published by the United International Bureaux for the Protection of Intellectual Property in Geneva. A copy of the model law may be inspected in the Patent Office Library, 25 Southampton Buildings, Chancery Lane, London, W.C.2.

London trade enquiry offices of overseas countries

A REVISED EDITION has just been published of *'London trade enquiry offices of overseas countries'*, corrected to June 1, 1965. The list gives the London addresses and telephone numbers of the offices of foreign and Commonwealth countries to which trade inquiries may be directed – including the commercial departments of embassies and legations, the London offices of Commonwealth countries, overseas chambers of commerce in London, and other similar offices.

Copies are available on application to the Librarian, Board of Trade Library, 1 Victoria Street, London, S.W.1. It is intended to publish further corrected editions as occasion demands, and inquirers who wish to receive future editions as well as the current one are asked to say so in their applications. Copies of the new edition have already been despatched to all those who had previously indicated their wish to receive it.

Assistant Official Receiver

MR. ERIC KENYON has been appointed an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Northampton, Bedford, Luton, Cambridge and Peterborough.

This appointment took effect on August 31, 1965.

Imports of sugar

THE BOARD OF TRADE announced in March 1965 arrangements for the re-imposition of import control over refined sugar from all sources including the provision of a quota for the period March 15 to September 14, 1965.

In Notice to Importers No. 1114 dated August 28, 1965, the Board of Trade have now announced that for the subsequent six month period expiring March 14, 1966, the quota will be repeated at 65,000 tons. As previously, the quota will cover imports of all sugar polarizing at more than 98 degrees *other than* (i) sugar not for direct consumption and (ii) sugar forming part of the Negotiated Price Quotas. (Arrangements for imports of these excepted sugars continue unchanged.)

The issue of licences under the quota will be limited to those dealers and manufacturers who have received licences for the current period but no formal allocation will be made at this stage. Applications will be considered only against evidence of contracts placed for delivery within the specified period, provided, however, that they do not initially exceed the applicant's entitlement as measured by his licence for the quota period now ending. There will be no automatic extension of existing licences but credit will be given for one-half of the outstanding balance if the licence is surrendered when application is made for a new licence to cover a contract. It may be possible at a later stage, although without commitment, to consider applications in excess of an individual importer's entitlement.

Applications should be made on form ILB/A to Board of Trade. Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Page 1 of the form should be completed and page 2 left blank; on page 3 and copies, the applicant's name and address, the description of goods (sugar of a polarization exceeding 98 degrees) and the countries of consignment and origin should be entered.

The Import Duty Drawbacks (No.7) Order 1965

THE TREASURY have made the Import Duty Drawbacks (No. 7) Order 1965. This Order

(i) increases the rate of drawback of import duty on specified imported poly (vinyl chloride) tubing used in the manufacture for export of specified casing bags for sausages and prepared meats, and

(ii) increases the rates of drawback of import duty on imported crushed and uncrushed bones used in the manufacture for export of glue, gelatine and other specified bone products.

The Order came into operation on September 2, 1965, and has been published as Statutory Instruments 1965 No. 1627.

Copies are obtainable direct from HM Stationery Office.

The Import Duties (Temporary Exemptions) (No. 5) Order 1965

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 5) Order, 1965.

This Order provides that the goods listed in Schedule I shall be temporarily exempted from import duty, and those listed in Schedule 2 shall continue to be exempted from import duty, until December 31, 1965, unless a shorter period is indicated against any item.

The Order came into operation on September 2, 1965, and has been published as Statutory Instruments 1965 No. 1626.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

Patents endorsed 'Licences of Right'

PROCEEDINGS UNDER Section 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	July 21, 1965	
830,652	Kelsall, A.	Manufacture of shoes.
865,074	Paulik, F, & ors.	Determination of the evaporation curve for liquids.
908,542	Bozoyan, E.	Fluid of low control device.
924,406	Paulik, F, & ors. Patent to addition to No. 865,074	Determination of distillation curve for liquids.
964,205	Bozoyan, E. Patent of Addition to No. 908,542.	Fluid flow control valve.
	July 27, 1965	
881,786	United States Atomic Energy Commission	Plasma device.
889,198	United States Atomic Energy Commission	Magnetic grid for controlling particle discharge.
	July 29, 1965	
830,038	Parmenter, E. H.	Gloves, mittens and the like.
833,754	Philco Corporation	Soldering of leads to circuit panels.
848,605	Philco Corporation	Transistor circuits.
851,938	Philco Corporation	Electro-acoustical transducers.
869,538	Philco Corporation	Cathode ray tube systems.
884,134	Philco Corporation	Electrical heaters.
937,472	Etablissements Hutchinson (Comp. Nat. du Caoutchoue).	Pneumatic assembly for vehicle wheel.
	July 30, 1965	
934,004	'Glaverbel'	Bearings.
961,585	'Glaverbel'	Heating molten materials.
973,115	'Glaverbel'	Preheating a vitrifrable batch.
	August 2, 1965	
898,219	Commissariat al'Energie Atomique	Detecting fission products in gases.
899,747	Commissariat al'Energie Atomique	Burst jacket detection in nuclear reactors.
910,732	Chemische Werke Witten, G.m.b.h.	Recovery process.
924,238	Gevaert Photo-Producten N.V.	Photopolymerization.
976,231	Crosfield Ltd., J. F.	Character identification means.
980,879	Gevaert Photo Producten N.V.	Electro photographic materials.
980,880	Gevaert Photo Producten N.V.	Electro photographic materials.

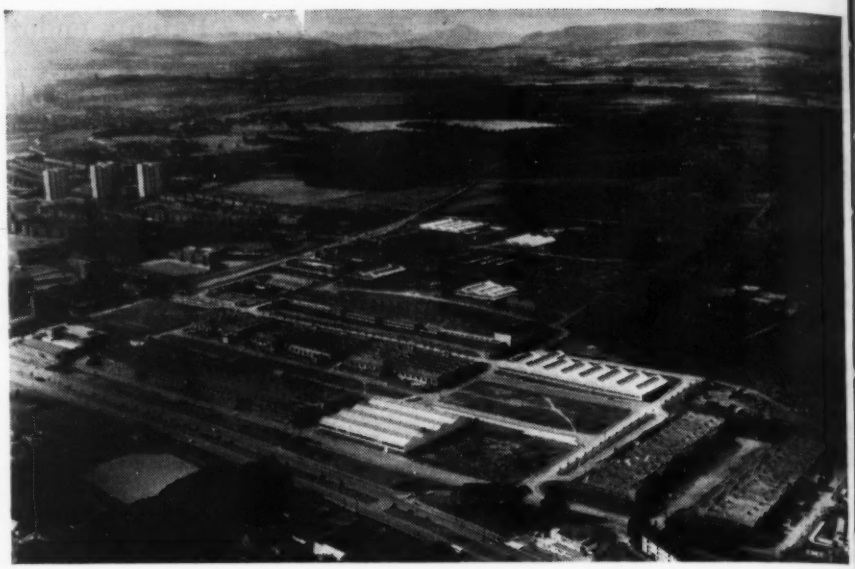
Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

BUSINESSMEN'S EXPRESS COACH SERVICE

BEA started an Executive Express Coach Service on August 2, designed to speed businessmen from Glasgow, Edinburgh, Belfast and Manchester to their appointments in London. Passengers with hand baggage only on 16 flights arriving at London (Heathrow) Airport between 8.30 and 9.45 in the morning and 6 o'clock and 8.20 in the evening are being met at the aircraft steps by 55 mph cruising executive coaches. Without waiting for the usual transfer of luggage from the hold, coaches drive direct from the aircraft side to BEA's West London Air Terminal. BEA claim that the new service saves at least 20 minutes on the normal coach service.

Advance factories in Scotland



Queenslie Estate, Glasgow, on which advance factories are now under construction.

INDUSTRIALISTS looking for additional factory space will be interested to know that the latest phase of the advance factory building programme in Scotland is well under way. The Industrial Estates Management Corporation for Scotland will be very pleased to provide full particulars about any of the proposed factories but those described here in detail are scheduled for completion at various dates within the next six months and so may be especially attractive to companies whose expansion requirements are very urgent.

In the 'soon-to-be-completed' category there are three factories of approximately 27,000 square feet, each with at least 100 per cent room for expansion. These factories have a manufacturing area of about 22,000 square feet and a height to main tie level of 14 ft. at Glasgow and Dundee and 12 ft. at Donibristle (Fife). The floors are of reinforced concrete topped with granolithic and the ridge roofs are of double skin insulated boarding. The offices have floors finished with thermoplastic tiling and there are adequate staff and works toilets. Space heating is by means of accelerated low pressure hot water with thermostatically controlled 'Cyclone' heaters in the factory and radiators in the offices. Electric heaters provide domestic hot water and wiring for lighting is installed throughout.

These three factories will all be leased for 20 years on a landlord repairing basis and the District Valuer will assess the rental. This will remain fixed for the whole period of the lease and this, coupled with the benefits of a landlord repairing lease, is a considerable attraction to most industrialists.

Some details of location are as follows:

Glasgow

The factory is being built on Queenslie Industrial Estate which occupies an attractive site on the main A.8 road to Edinburgh, about four miles from the city centre. Very good communications exist to all important Scottish towns. The current rental is about 4s. 10d. per square foot per annum.

Dundee

This factory is on the Dundee Industrial Estate which fronts the main road to Perth. The city centre is only two miles distant and when the Tay Road Bridge is completed, a new road link will exist to Fife and thence to Edinburgh. The current rental is about 4s. 0d. per square foot per annum.

Donibristle

This is an extremely attractive estate in Fife situated two miles from the Forth Road Bridge and overlooking the Firth of Forth. The location is particularly suitable to those wishing to utilize shipping services to the Continent. The first house in the new high amenity town of Dalgety Bay has been opened and houses will be available for sale or rental within an extensive price range. Located adjacent to the Industrial Estate, this town is on the shores of the Firth of Forth facing south towards Edinburgh. Fife is renowned for its first-class educational and recreational facilities and, with the additional attractions of Edinburgh nearby, there can be few finer locations in Great Britain. The current rental for factories is about 3s. 9d. per square foot per annum. The unit now under construction is at the estate entrance, fronting the main A.92 road.

Two smaller factories are scheduled for completion very shortly. These are:

Fraserburgh, 8,187 sq. ft.

This factory is being built in Aberdeenshire on the outskirts of Fraserburgh. Although the area may seem a considerable distance from England, there are regular air services between London and Aberdeen, 42 miles from the new factory. It is worthy of note that one company of international repute has a large factory in Fraserburgh and other well-known companies are operating on a large scale in a neighbouring town. The housing amenities in this area are excellent. Rental, on a tenant repairing basis, is expected to be about 3s. 5d. per square foot per annum.

West Calder, 10,907 sq. ft.

This is our nearest factory to Edinburgh south of the Forth. The capital is 18 miles distant and excellent shipping services operate to the continent. Edinburgh Airport is 16 miles away whilst the BMC factory at Bathgate is only six miles distant. There is ample room for

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, *Lima.*

Crypton Equipment (M.I. Group) of Bridgwater, Somerset, has appointed Unikomere as agents for Yugoslavia for its automobile test and servicing equipment. This picture shows; Two Unikomere representatives Mr. Boris Pecuik (left) and Mr. Miroslav Sliepcevio at the Bridgwater factory watching Crypton Dynascope engine analyses being assembled.

expansion and the rental is expected to be about 3s. 9d. per square foot per annum on a landlord repairing basis.

A full list of factories which will become available is to be found below. Visits to these by car will gladly be arranged and inquiries will be welcomed by the Controller for Scotland, Board of Trade, 314 St. Vincent Street, Glasgow, C.2. (Tel. City 2855) or by the General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3. (Tel. Douglas 6651).

The following modern steel-framed single-storey factories, each equipped with central heating and essential services, are available on a rental basis for early occupation, or will be erected shortly on the undermentioned Industrial Estates:

Estate	Burgh or County	Area Sq. Ft.	Height to Underside of Truss	Glasgow City Centre Miles	
Hillington	Glasgow	5,150	12 ft.	5	
Queenslie (1)	Glasgow	26,680	14 ft.	4	Under construction
(2)		12,000	12 ft.	4	Under construction
(3)		2,500 (four of)	12 ft.	4	Under construction
Bellshill	Lanarkshire	41,826	14 ft.	10	To be built
Blantyre	Lanarkshire	12,400	12 ft.	10	Under construction
Carfin	Lanarkshire	2,500	12 ft.	12	
Chapelhall	Lanarkshire	7,990	12 ft.	12	
Coatbridge	Lanarkshire	81,410	18 ft. & 25 ft.	10	Vacant
Larkhall	Lanarkshire	6,719	12 ft.	17	
Vale of Leven (1)	Dunbartonshire	17,500	12 ft.	16	Under construction
(2)		2,000	—	16	Short lease
Port Glasgow	Renfrewshire	16,400	—	17	Under construction
Donibristle	Fife	27,353	12 ft.	43	Under construction
Dundee	Dundee	27,500	14 ft.	83	Under construction

The undernoted buildings on Donibristle Estate in Fife, 15 miles from Edinburgh, and 43 miles from Glasgow, will be adapted to meet the requirements of industrialists:

Estate	Burgh or County	Area Sq. Ft.	Height to Underside of Truss	Glasgow City Centre Miles	
Donibristle (1)	Fife	9,412	18 ft.	43	Plating shop
(2)		3,420	9 ft. 6 in.	43	Vacant
(3)		11,518	—	43	Office block

The undernoted factories will be erected on individual sites in advance of requirements:

Place	County	Area Sq. Ft.	Height to Underside of Truss	Glasgow City Centre Miles	
Carluke	Lanarkshire	12,340	12 ft.	20	To be built
Kilsyth	Stirlingshire	12,000	12 ft.	13	To be built
Falkirk	Stirlingshire	40,000	14 ft.	23	To be built
Cumnock	Ayrshire	12,000	12 ft.	36	Under construction
West Calder	Midlothian	10,907	12 ft.	31	Under construction
Kirkcaldy	Fife	27,500	14 ft.	52	Under construction
Fraserburgh	Aberdeenshire	8,187	12 ft.	185	Under construction

THE PATENT OFFICE LIBRARY

'The Patent Office Library was at that time probably as good as any like collection of technical books and periodicals to be found anywhere else in the world.' (R. S. Hutton. *Recollections of a technologist*, 1964).

The author is referring to the early 1900's, *but this national public reference library continues to attract increasing numbers of information scientists, research workers, patent agents, and consultants.* 122,000 *came in* 1964. *Without formality your staff can have personal access to* 10 *miles of current scientific and technical literature, including* 9,000 *series of up-to-date periodicals and many books and patent specifications. Photocopies at* 9d. *a page can be provided quickly by post and immediately to personal callers. The Library is at Southampton Buildings, Chancery Lane, London W.C.2. Hours are* 10 *a.m. to* 9 *p.m. weekdays,* 10 *a.m. to* 1 *p.m. Saturdays.*

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 227*A, Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to HM Stationery Office.*

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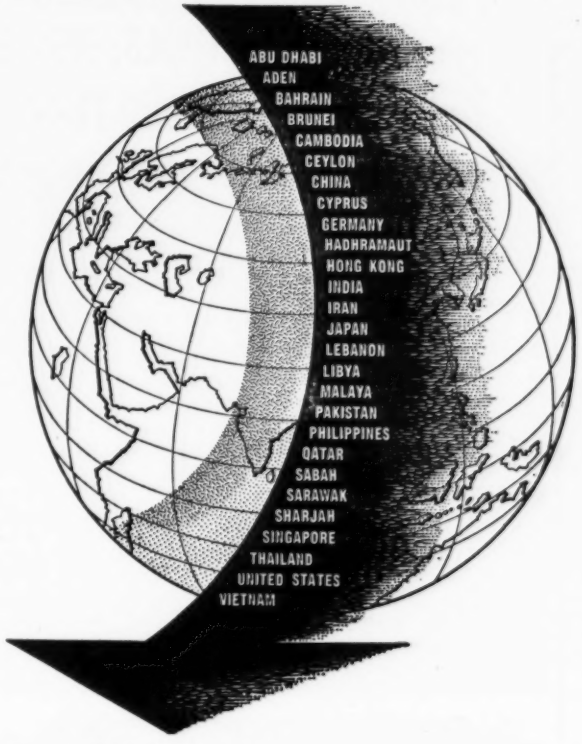

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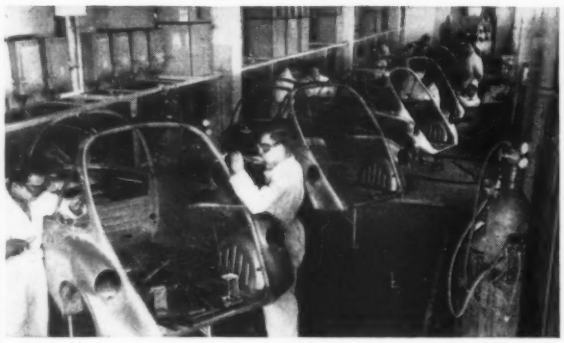

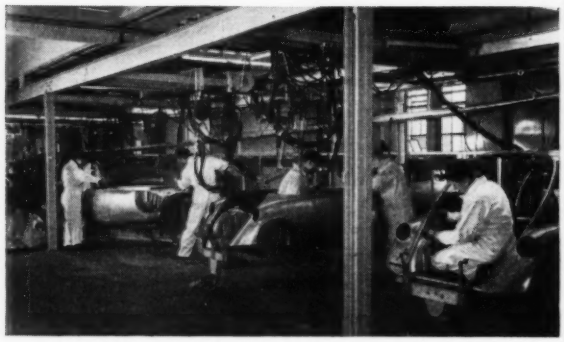

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Smee's

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Sept. 8 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford, and Royal Air Force, Cranwell, Lincs.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include (at No. 16 Maintenance Unit, Royal Air Force, Stafford) – aero-engine and aircraft spares; electric motors and equipment; motor and plant engines and spares including AEC diesel and petrol, Austin, Leyland, Ford, Scammell diesel, Standard, Rover, Coles crane, David Brown, BMC, Bedford, etc.; Caterpillar track links and spares; fire hoses; aluminium containers; wood cases; barrack and household furnishings, etc.

AT ROYAL AIR FORCE, CRANWELL – barrack, office and household furniture.

NOTE:
For particulars of viewing arrangements see detailed catalogue.

Sept. 16 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).
Sept. 22 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Nottinghamshire, Langar Airfield (Nottingham 13, Leicester 16, Loughborough 19, Grantham 17 miles)

Suitable for storage, warehousing, the aircraft industry and other industrial uses. Substantial and modern single-storey buildings formerly occupied by the Royal Canadian Air Force. Easily accessible to roads M1, A1 and A46.

Central heating. Freehold. Sprinklers. Total floor space 170,200 square feet. Total site area 18·421 acres. Vacant possession.

The buildings are in good condition with concrete access roads and provide excellent floor space with good headroom.

For sale by auction in two lots by Walker, Walton & Hanson, chartered surveyors, at the Estate Saleroom, Byard Lane, Bridlesmith Gate, Nottingham, on Thursday, October 7, 1965, at 3 p.m.

For further particulars, plans and the viewing arrangements, apply to the auctioneers, Byard Lane, Bridlesmith Gate, Nottingham (Tel. Nottingham 54272 (10 lines)), or to Messrs. Wells & Hind, 14 and 16 Fletcher Gate, Nottingham (Tel. Nottingham 54143), agents for the Treasury Solicitors.

For Sale by Private Treaty. *Description:* 53 acres of land and buildings formerly part of the technical and domestic site at Royal Air Force Station, Bircham Newton, including 3 hangars (total floor area over 77,750 sq. ft.) and 9 barrack blocks, messes, stores and numerous other substantial brick buildings having a total floor area of over 307,480 sq. ft. The whole suitable for industrial, warehousing, storage and other uses subject to the necessary planning permission. *Location:* Royal Air Force Station, Bircham Newton, Nr. Kings Lynn, Norfolk. *Agents:* Further details from the agents, Messrs. Charles Hawkins and Sons, Bank Chambers, Kings Lynn, Norfolk. (Tel. Kings Lynn 2370 and 2473).

Polebrook Airfield – Sale of Buildings. *Description*: Approximately 9·129 acres of land with 1 'J' type and 2 T.2 type Hangars *in situ*, total floor area about 116,400 square feet. Suitable for agricultural storage and distribution. *Location*: Former R.A.F. Station, Polebrook. 10 miles from Peterborough, 3 miles from Oundle, Northants. Sale by auction Angel Hotel, Peterborough on **Wednesday, September 29, 1965, at 3 p.m.** *Auctioneers*: Norman Wright & Partners, 26 Priestgate, Peterborough (Tel. 67361), from whom detailed particulars and plan can be obtained.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Sept. 9 .	Vehicles and miscellaneous stores including:	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447).
	private cars, estate cars, commercial vehicles and trailers, Champs and Land Rovers, mobile cranes, tyres and batteries, furniture, BD clothing, boots and shoes, blankets, tools and tool kits.		
Sept. 14 .	Engineers' and carpenters' tools, textiles and miscellaneous stores including:	Central Ordnance Depot, Bicester, Oxon. .	Midlands Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel.: Bicester 2073).
	air compressors, sprays, chain blocks, shackles, pulley blocks, vehicle spares, CAV fuel injector pumps, transformers, switch sockets, circuit breakers, capacitors, etc., steel angle iron pickets, steel pallets, 6,000 gals. paint, assorted tool kits and chests, stocks and dies, nuts and bolts, camping equipment, ladders, assorted chairs, folding forms, assorted tables, lockers, cupboards, steel cabinets, mattresses, blankets, kitchen equipment, men's ankle and climbing boots, motor cyclists' boots, etc.		
Sept. 22 .	Land Rovers '86' and '88' Series, Austin, Morris, Ford and Bedford Cargo trucks, Daimler scout cars, Ford 3 ton tractor,	Command Vehicle Park, Long Kesh Aerodrome, Lower Maze, Hillsborough, Co. Down, N. Ireland.	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast. (Tel.: Belfast 20233).
	Bedford 3 ton fire tender, Morris 1 ton water carrier (200 galls.), BSA 500 c.c. motor cycles, Standard Vanguard saloons.		

Catalogues for the sales shown above may be obtained from the appropriate Auctioneers 14 days prior to the date of Sale. Price 1s. 0d. (*Postal Orders only*).

(*Continued on next page*)

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Government auction sales (continued)

MINISTRY OF DEFENCE (LANDS 15(Air)

1965	Description	Location	Auctioneers
Sept. 15 .	262 acres approximately of freehold land and buildings formerly part of Shepherds Grove Airfield, Suffolk, including T2 type hangar, 11 Butler sheds and other brick and Nissen type buildings having a total floor area of approximately 131,000 square feet. Outline planning permission for suitable industrial and/or storage use of the buildings and approximately 45 acres of land.	Former Royal Air Force Station, Shepherds Grove, Stanton, Nr. Bury St. Edmunds, Suffolk.	H. C. Wolton & Son, 6 Whiting Street, Bury St. Edmunds, Suffolk. (Tel. Bury St. Edmunds 3366).

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Controller of Supplies (Disposal)
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Southbridge House, Southwark Bridge Road, London, S.E.1

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provide an up-to-date, reliable and inexpensive source of information on commercial matters. They are obtainable from the Government Bookshops at the addresses listed below, and from agent booksellers in most large towns, who have special facilities for meeting your order quickly. It may be advisable to check with the Board of Trade the correct title of the document required and whether it is on sale at the bookshops of Her Majesty's Stationery Office.

LONDON: York House, Kingsway, W.C.2
423 Oxford Street, W.1
EDINBURGH 2: 13A Castle Street
CARDIFF: 109 St. Mary Street
BELFAST: 80 Chichester Street
MANCHESTER 2: 39 King Street
BIRMINGHAM 5: 35 Smallbrook, Ringway
BRISTOL 1: 50 Fairfax Street

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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963 4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+23	+35
1964 1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965 1st quarter	128	132	150	145	126	108	160	139	162	187	161	+ 52	+ 49	— 6	+11
2nd quarter		131*				106									
1965 January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132*	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	131*				105									

	ORDERS		PRICES AND COSTS				LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices	
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 95
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963 4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964 1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965 1st quarter	169*	121*	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	+ 6
2nd quarter	169*	127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	
1965 January	165*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	166*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121*	129·1	+4·4	110·0	128·8	154·2	341	— 15	—19	249	+20	+10	147	143	..
April	167*	123*	131·6	+5·5	110·9	128·9	155·1	313	— 28	—20	274	+25	+14	149	143	..
May	167*	123*	132·1	+5·1	111·3*	129·2*	155·9	297	— 16	—23	287	+13	+ 9	157	140	
June	169*	127*	132·4	+4·9	110·8*	129·3*	156·7	268	— 29	—33	302	+15	+13	148	139	
July			132·4	+4·9	110·3*	129·4*	158·9	264	— 4	—15	296	— 6	+ 3	152	154	
August								279*	+ 15*	+10	282*	—14*	— 9			

† Not seasonally adjusted. * Provisional.

World trade and production in the first quarter of 1965

WORLD* EXPORTS, after allowing for normal seasonal fluctuations, increased strongly in the final quarter of 1964. There had been little change between the second and third quarters of last year. To a large extent this strong growth reflected the increase in industrial countries' exports; there was, however, some renewed growth in the exports of the primary producing countries. For the year as a whole the value of world exports was nearly 13 per cent higher than in 1963, an increase considerably in excess of the average annual rate of growth over the past decade, about 7 per cent.

In the first quarter of this year, trade statistics have been considerably distorted as a result of the United States dock strike in January and February, which appears to have delayed more United States' exports than imports, and it is difficult to determine the underlying position. Table 1 shows that after allowing for seasonal movements, industrial countries' exports weakened in the first quarter. This was entirely due to a decline in their exports to primary producers which fell back almost to the level reached in the third quarter of last year. Trade between industrial countries continued to expand. However, any assessment of industrial countries' trade in the first quarter of this year must make some allowance for the dock strike, and it would seem that the underlying movement in their total exports continued to be an upward one.

Table 2 tends to support this view since, with the exception of the United States of America and France, each of the exporters shown recorded an increase between the final quarter of last year and the first quarter of this year. Exports from the European member countries of OECD as a group continued to expand in the first quarter, although the rate of increase was not as rapid as the high rate of the previous quarter. This growth resulted, to a large extent, from the increase in exports from the European Economic Community, although exports from the United Kingdom also showed some further gain. German exports grew at a slightly less rapid rate than they did in the fourth quarter of 1964, and Italian exports, which had been hesitant in the latter part of last year, expanded. French exports, however, remained at much the same level as they were in the fourth quarter of last year.

Exports of manufactures

The value of industrial countries' exports of manufactures (seasonally adjusted) in the first quarter of 1965, as shown in Table 1, is not comparable with data for previous quarters since it includes a certain amount of United States' goods previously classified as special category and excluded from the statistics. Allowing for this there was little change in the value of industrial countries' exports of manufactures between the final quarter of 1964 and the first quarter of this year. However, this flattening partly resulted from the United States dock strike, and it would seem that the underlying movement in this flow of trade continued to be an upward one, as was the case with industrial countries' total exports. Seasonally adjusted statistics are not available for all the main manufacturing countries' exports of manufactures. However, Table 4 shows this data on an unadjusted basis. The effect of the United States' dock strike may be seen in the growth of United States' exports of manufactures which, compared with a year earlier, increased by 18 per cent in the final quarter of last year and only 2 per cent in the first quarter of 1965. Substantial increases were recorded by many of the other manufacturing countries, and in particular exports from Japan increased by 42 per cent compared with a year earlier, from Italy 28 per cent, and from Sweden 21 per cent.

Industrial countries' imports

In the first quarter of 1965 imports into the European OECD group of countries continued to expand, although the increase was less than that in the previous quarter. Neither the United Kingdom nor the European Economic Community shared in this increase. Imports into the United Kingdom fell back from their fourth

* In this article 'World' excludes Soviet Russia, Eastern Europe, the People's Republic of China and Cuba as reporting countries, but includes them as markets for exports and suppliers of imports.

Table 1—World† trade

quarters or quarterly averages, seasonally adjusted

United States $ thousand million

	EXPORTS FROM						IMPORTS INTO		
	Industrial countries (a) (b)				Primary producers	World (b)	Industrial countries	Primary producers	World
	To industrial countries	To primary producers	To world						
			Total	Manufactures (c)					
1957	10·46	6·39	16·85	10·62	7·61	24·46	18·09	8·81	26·90
1958	9·83	6·27	16·10	10·46	7·23	23·33	16·90	8·27	25·17
1959	11·02	6·16	17·18	11·29	7·69	24·87	18·43	8·17	26·60
1960	12·69	7·00	19·70	13·04	8·15	27·84	20·62	9·19	29·80
1961	13·70	7·10	20·79	13·75	8·29	29·08	21·73	9·34	31·08
1962	14·75	7·06	21·81	14·59	8·73	30·54	23·49	9·51	33·00
1963	16·28	7·49	23·77	15·82	9·52	33·29	25·77	9·94	35·72
1964	18·62	8·57	27·19	18·23	10·39	37·58	29·01	10·85	39·86
1961 1st quarter	13·37	7·27	20·69	13·56	8·18	28·85	21·20	9·42	30·51
2nd quarter	13·45	6·93	20·36	13·50	8·31	28·69	21·36	9·39	30·80
3rd quarter	13·75	7·10	20·83	13·87	8·36	29·30	21·93	9·26	31·27
4th quarter	14·21	7·10	21·29	14·05	8·44	29·80	22·74	9·31	32·12
1962 1st quarter	14·47	6·95	21·47	14·20	8·58	29·99	23·03	9·30	32·20
2nd quarter	14·70	7·15	21·82	14·54	8·57	30·30	23·12	9·37	32·57
3rd quarter	14·84	7·13	21·95	14·87	8·88	30·94	23·89	9·77	33·69
4th quarter	14·99	7·01	22·06	14·76	8·88	30·89	23·94	9·60	33·53
1963 1st quarter	15·12*	7·00*	22·10*	14·76*	9·11	31·16*	23·86*	9·39	33·04*
2nd quarter	16·15	7·53	23·63	15·66	9·29	32·86	25·67	10·00	35·79
3rd quarter	16·42	7·48	23·91	16·15	9·78	33·89	26·63	10·10	36·72
4th quarter	17·24	7·90	25·15	16·64	9·91	35·10	27·03	10·28	37·26
1964 1st quarter	17·97	8·01	25·94	17·32	10·26	36·14	27·97	10·28	38·02
2nd quarter	18·47	8·36	26·86	17·87	10·27	37·00	29·13	10·74	40·01
3rd quarter	18·17	8·61	26·79	18·20	10·24	37·25	28·85	11·02	39·87
4th quarter	19·41	9·10	28·53	19·22	10·62	39·22	29·83	11·21 p	40·99 p
1965 1st quarter	19·59*	8·65*	28·20*	19·50*			29·80*		

† Soviet Russia, Eastern Europe. The People's Republic of China and Cuba are excluded as reporting countries but are included as markets for exports and as suppliers of imports.

(a) Industrial countries are OECD members, including Japan which joined in May 1964.

(b) Excludes United States Special Category Exports. Goods valued at approximately $185 million were removed from the list of Special Category goods during 1957 and this amount should be added to the figures for that year when comparing with later periods. In addition, some further derestriction of Special Category goods took place at the beginning of 1965, introducing a discontinuity into the series. The exact value of this derestriction is, as yet, unknown but it is provisionally estimated to be in the region of $250-300 million in the first quarter of 1965.

(c) Exports from the 12 countries shown in table 4 of Sections 5-8 of the Standard International Trade Classification, Revised. In 1963 these countries accounted for 95 per cent of exports of manufactures from industrial countries.

p = Provisional.

* Affected by United States Dock Strike.

quarter level following a period of no change between the second and fourth quarters of 1964. Imports into the European Economic Community also fell slightly below their fourth quarter level; this weakening resulted from declines in imports into France, Belgium and the Netherlands which, in total, were greater than the increase of imports into both Germany and Italy. Canada's imports continued to expand in the first quarter of this year, but, as might be expected, imports into the United States weakened.

Industrial production

Industrial countries' industrial production (seasonally adjusted) continued to increase in the first quarter of this year. United States' output rose sharply, recording the biggest quarterly increase since the second quarter of 1961. This rise reflected the high output in the automobile industry, following the strike which occurred towards the end of 1964, and subsequently there has been a return to more normal rates of growth. Production in the European Economic Community continued to increase with fast expansion in Germany, offsetting the weakness in French industrial output. In the United Kingdom, too, industrial production increased in the first quarter, while in Japan the rise in output levelled off.

Table 2—Exports from OECD countries

quarters or quarterly averages, seasonally adjusted — United States $ thousand million

	Exports (f.o.b.) from								European OECD Intra-trade
	United States (a)	Canada	European OECD	United Kingdom (b)	EEC	Germany (FR) (c)	France (d)	Italy	
1957	4·87	1·29	10·15	2·42	5·62	2·15	1·28	0·64	5·30
1958	4·09	1·27	10·10	2·35	5·69	2·20	1·28	0·63	5·15
1959	4·10	1·35	10·94	2·42	6·31	2·45	1·40	0·73	5·72
1960	4·88	1·39	12·50	2·57	7·43	2·86	1·72	0·92	6·83
1961	5·05	1·46	13·43	2·69	8·09	3·17	1·81	1·05	7·72
1962	5·25	1·49	14·15	2·77	8·56	3·32	1·84	1·18	8·53
1963	5·61	1·62	15·44	2·96	9·40	3·65	2·02	1·27	9·59
1964	6·39	1·93	17·25	3·20	10·65	4·05	2·25	1·49	10·85
1962 1st quarter	5·15	1·46	13·92	2·67	8·53	3·28	1·87	1·17	8·28
2nd quarter	5·39	1·47	14·15	2·81	8·48	3·31	1·78	1·18	8·45
3rd quarter	5·36	1·49	14·23	2·79	8·60	3·34	1·85	1·17	8·61
4th quarter	5·11	1·50	14·39	2·78	8·74	3·37	1·89	1·20	8·82
1963 1st quarter	5·07*	1·53	14·35	2·85	8·61	3·29	1·87	1·22	8·79
2nd quarter	5·61	1·58	15·41	2·93	9·46	3·60	2·07	1·28	9·49
3rd quarter	5·72	1·59	15·79	3·02	9·63	3·72	2·07	1·29	9·84
4th quarter	6·02	1·75	16·09	3·05	9·77	3·87	2·08	1·30	10·16
1964 1st quarter	6·16	1·82	16·80	3·18	10·36	4·04	2·23	1·37	10·59
2nd quarter	6·16	1·96	16·88	3·17	10·43	3·96	2·21	1·47	10·67
3rd quarter	6·47	2·02	17·02	3·16	10·53	3·94	2·21	1·54	10·67
4th quarter	6·78	1·88	17·97	3·27	11·11	4·22	2·35	1·54	11·29
1965 1st quarter	5·56*	1·89	18·47	3·32	11·58	4·44	2·33	1·70	11·64

(a) Excluding Department of Defense Shipments.
(b) Values from January 1, 1964, include exports of pearls, diamonds and other precious and semi-precious stones.
(c) Includes Saar from July 1959.
(d) Includes Saar up to June 1959.
* Significantly affected by a dock strike.

Table 3—Imports into OECD countries

quarters or quarterly averages, seasonally adjusted — United States $ thousand million

	Imports (c.i.f.) into							
	United States (a)	Canada (a)	European OECD	United Kingdom (b)	EEC	Germany (FR) (c)	France (d)	Italy
1957	3·23	1·47	11·82	2·85	6·21	1·88	1·54	0·91
1958	3·18	1·34	11·05	2·65	5·74	1·85	1·40	0·79
1959	3·75	1·47	11·68	2·79	6·05	2·09	1·28	0·84
1960	3·66	1·42	13·83	3·19	7·40	2·54	1·57	1·19
1961	3·59	1·43	14·71	3·08	8·04	2·74	1·67	1·31
1962	4·06	1·46	16·02	3·14	8·93	3·07	1·88	1·52
1963	4·25	1·52	17·80	3·38	10·10	3·26	2·18	1·90
1964	4·65	1·74	19·95	4·00	11·23	3·65	2·52	1·81
1961 1st quarter	3·38	1·40	14·52	3·22	7·86	2·59	1·65	1·28
2nd quarter	3·44	1·37	14·58	3·07	8·01	2·75	1·66	1·31
3rd quarter	3·79	1·42	14·74	3·01	8·03	2·75	1·65	1·33
4th quarter	3·85	1·51	15·18	3·02	8·32	2·83	1·78	1·35
1962 1st quarter	3·94	1·50	15·47	3·07	8·58	2·99	1·73	1·43
2nd quarter	4·05	1·46	15·66	3·13	8·72	3·04	1·76	1·46
3rd quarter	4·17	1·48	16·30	3·22	9·03	3·05	1·93	1·57
4th quarter	4·08	1·40	16·47	3·15	9·25	3·14	1·96	1·66
1963 1st quarter	4·05*	1·43	16·40	3·15	9·25	3·09	1·99	1·66
2nd quarter	4·21	1·49	17·75	3·32	9·98	3·26	2·14	1·90
3rd quarter	4·39	1·53	18·27	3·45	10·34	3·31	2·20	2·05
4th quarter	4·37	1·62	18·53	3·55	10·52	3·21	2·41	1·97
1964 1st quarter	4·43	1·70	19·64	3·94	11·06	3·38	2·51	2·04
2nd quarter	4·55	1·76	19·72	4·02	11·07	3·46	2·48	1·88
3rd quarter	4·72	1·71	19·84	4·00	11·08	3·75	2·49	1·61
4th quarter	4·85	1·77	20·33	4·02	11·51	3·98	2·59	1·68
1965 1st quarter	4·76*	1·85	20·60	3·85	11·48	4·12	2·48	1·71

(a) Imports are valued f.o.b.
(b) Values from January 1, 1964, include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post.
(c) Includes Saar from July 1959.
(d) Includes Saar up to June 1959.
* Significantly affected by a dock strike.

(Continued on opposite page)

Table 4—Exports of manufactures by the main manufacturing countries

quarters or quarterly averages

United States $ thousand million. Percentage increase over a year earlier in brackets.

	United (*a*) Kingdom	Germany (FR)	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States (*b*)	Canada	Japan	Total (*b*)
1957	1·90 (5·5)	1·87 (18·2)	0·63(—0·2)	0·85 (13·2)	0·41 (19·1)	0·37 (9·9)	0·30 (14·8)	0·36 (8·5)	2·71 (11·5)	0·59 (4·7)	0·63 (16·4)	10·52 (10·9)
1958	1·86(—2·0)	1·94 (4·1)	0·61(—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35(—1·3)	2·44(—9·8)	0·56(—5·1)	0·63(—1·1)	10·46(—1·5)
1959	1·95 (4·6)	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41(—1·5)	0·60 (7·2)	0·76 (20·8)	11·29 (8·0)
1960	2·08 (6·6)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·04 (15·5)
1961	2·16 (3·9)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·74 (5·4)
1962	2·21 (2·4)	2·93 (4·7)	0·87 (9·9)	1·35 (3·6)	0·88 (11·5)	0·61 (6·4)	0·50 (10·9)	0·51 (8·5)	2·98 (5·1)	0·66 (4·5)	1·09 (15·6)	14·59 (6·1)
1963	2·36 (6·7)	3·23 (10·0)	0·96 (9·8)	1·46 (8·2)	0·97 (10·3)	0·68 (10·7)	0·55 (10·3)	0·55 (8·1)	3·14 (5·3)	0·71 (7·4)	1·23 (13·0)	15·82 (8·4)
1964	2·59 (9·7)	3·60 (11·5)	1·13 (18·4)	1·62 (10·8)	1·17 (20·2)	0·83 (22·9)	0·62 (13·8)	0·61 (10·6)	3·69 (17·4)	0·86 (21·1)	1·52 (23·4)	18·23 (15·2)
1961 1st quarter	2·21 (2·2)	2·62 (8·8)	0·75(—3·9)	1·30(—3·9)	0·75 (16·2)	0·59 (14·5)	0·42 (5·1)	0·44 (12·7)	2·86 (7·8)	0·58(—6·9)	0·84 (7·4)	13·36 (5·1)
2nd quarter	2·22 (3·8)	2·83 (16·3)	0·82 (3·8)	1·33 (4·8)	0·74 (9·3)	0·56 (7·7)	0·45 (18·9)	0·45 (8·9)	2·87(—4·5)	0·63 (1·7)	0·90 (4·4)	13·80 (5·3)
3rd quarter	2·05 (6·8)	2·79 (14·7)	0·77 (9·1)	1·20 (6·7)	0·80 (17·8)	0·56 (10·2)	0·43 (18·2)	0·46 (9·5)	2·69(—3·7)	0·65 (3·6)	0·96 (1·8)	13·35 (6·8)
4th quarter	2·15 (3·4)	2·96 (3·8)	0·83 (5·0)	1·38 (4·8)	0·86 (23·3)	0·59 (4·0)	0·49 (7·0)	0·52 (5·0)	2·93 (1·2)	0·66 (2·2)	1·07 (4·7)	14·47 (4·5)
1962 1st quarter	2·19(—1·3)	2·79 (6·3)	0·88 (18·6)	1·38 (6·0)	0·85 (13·9)	0·60 (0·9)	0·48 (14·1)	0·48 (9·5)	2·93 (2·7)	0·61 (5·0)	0·90 (7·6)	14·09 (5·5)
2nd quarter	2·32 (4·5)	2·93 (3·5)	0·89 (8·8)	1·33 (—)	0·86 (15·7)	0·61 (10·2)	0·53 (17·7)	0·49 (9·5)	3·18 (10·8)	0·65 (3·5)	1·06 (17·8)	14·86 (7·7)
3rd quarter	2·09 (2·1)	2·88 (3·3)	0·83 (6·8)	1·23 (2·8)	0·84 (5·2)	0·59 (6·0)	0·44 (1·7)	0·49 (7·3)	2·83 (5·1)	0·67 (3·8)	1·18 (23·0)	14·07 (5·4)
4th quarter	2·24 (4·1)	3·14 (5·9)	0·89 (6·3)	1·46 (5·7)	0·96 (11·6)	0·65 (8·8)	0·54 (10·1)	0·57 (7·8)	2·98 (1·9)	0·70 (5·5)	1·21 (13·3)	15·34 (6·0)
1963 1st quarter	2·34 (6·9)	2·86 (2·5)	0·86(—2·6)	1·38 (0·2)	0·91 (6·3)	0·61 (1·1)	0·49 (1·5)	0·50 (4·7)	2·87*(—2·3)	0·63 (2·6)	1·01 (12·4)	14·45* (2·5)
2nd quarter	2·40 (3·2)	3·20 (9·3)	0·99 (10·7)	1·55 (16·8)	0·95 (10·6)	0·69 (12·5)	0·52(—1·8)	0·54 (10·0)	3·30 (3·7)	0·73 (12·5)	1·17 (10·6)	16·04 (8·0)
3rd quarter	2·24 (7·0)	3·25 (12·9)	0·94 (14·5)	1·35 (10·0)	0·98 (15·8)	0·69 (16·4)	0·54 (21·5)	0·52 (6·3)	2·99 (5·7)	0·70 (4·2)	1·29 (9·7)	15·49 (10·1)
4th quarter	2·46 (9·8)	3·60 (14·6)	1·04 (16·9)	1·55 (6·3)	1·05 (8·3)	0·73 (12·9)	0·65 (20·6)	0·63 (10·9)	3·40 (14·0)	0·77 (10·1)	1·44 (18·9)	17·31 (12·9)
1964 1st quarter	2·62 (12·3)	3·43 (20·1)	1·11 (28·7)	1·62 (16·9)	1·03 (14·1)	0·78 (29·0)	0·55 (13·4)	0·55 (9·4)	3·52 (22·8)	0·76 (21·7)	1·17 (15·7)	17·16 (18·7)
2nd quarter	2·67 (11·3)	3·60 (12·3)	1·13 (14·7)	1·65 (6·6)	1·16 (21·9)	0·82 (19·5)	0·65 (25·0)	0·60 (9·9)	3·72 (12·8)	0·88 (20·1)	1·43 (22·3)	18·31 (14·2)
3rd quarter	2·39 (6·8)	3·43 (5·6)	1·07 (13·2)	1·45 (6·8)	1·20 (23·0)	0·82 (18·9)	0·55 (3·5)	0·59 (11·7)	3·50 (17·3)	0·88 (25·2)	1·58 (22·0)	17·45 (12·7)
4th quarter	2·66 (8·4)	3·93 (9·3)	1·22 (18·2)	1·76 (13·3)	1·27 (21·5)	0·91 (24·9)	0·74 (13·6)	0·70 (11·3)	3·99 (17·5)	0·91 (17·9)	1·89 (31·0)	19·99 (15·5)
1965 1st quarter	2·66 (1·5)	3·86 (12·5)	1·28 (15·5)	1·73 (6·7)	1·32 (27·7)	0·87 (11·6)	0·66 (20·7)	0·62 (12·2)	3·60* (2·3)	0·84 (9·5)	1·67 (42·2)	19·11*(11·4)

(*a*) See note (*b*) to Table 2. (*b*) See note (*b*) to Table 1. * Significantly affected by a dock strike.

Table 5—Index numbers of industrial production

seasonally adjusted

1960 = 100

	OECD (a)	United States	European OECD	United Kingdom	EEC	France	Germany (FR) (excluding Saar)	Italy	Japan
1957	89	92	85	90	82	86	82	76	68
1958	86	87	86	88	84	90	84	79	67
1959	95	97	91	93	89	91	90	87	80
1960	100	100	100	100	100	100	100	100	100
1961	104	101	105	100	107	106	106	111	119
1962	110	109	109	101	113	112	111	122	129
1963	116	114	114	105	119	117	115	132	142
1964	125	121	122	113	127	126	125	133	166
1961 1st quarter	100	95	104	100	104	103	106	106	112
2nd quarter	103	100	104	102	105	105	105	109	117
3rd quarter	105	103	104	101	106	106	106	111	123
4th quarter	107	106	106	99	109	108	107	118	127
1962 1st quarter	108	107	108	99	111	110	108	120	130
2nd quarter	110	109	109	102	112	112	111	120	129
3rd quarter	111	110	110	103	114	113	112	122	129
4th quarter	111	110	110	102	115	114	113	125	128
1963 1st quarter	112	111	109	101	113	110*	111	127	130
2nd quarter	115	114	114	104	119	119	115	132	138
3rd quarter	117	116	115	107	120	119	116	134	146
4th quarter	119	116	118	109	123	123	119	136	154
1964 1st quarter	122	118	122	112	126	127	123	136	159
2nd quarter	124	121	122	112	126	128	124	133	164
3rd quarter	125	123	121	112	125	123	126	130	170
4th quarter	127	124	124	115	129	127	128	132	173
1965 1st quarter	130	128	126	117	131	125	132	133	173

(a) Includes Japan. * Significantly affected by a strike.
The index numbers have been re-based with 1960 = 100 instead of 1953 = 100. The weights used are proportional to the value added in 1958.

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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page 544 of this issue.*)

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Unit value and volume index numbers for July

Unit value index numbers of imports and exports (Table 1)

IN JULY the import unit value index fell by ½ per cent to 106, and with no change in the overall export unit value index at 108, the terms of trade improved by one point to 102 (1961=100).

The fall of ½ per cent in the overall import unit value index was due mainly to a fall of 1½ per cent in the food, beverages and tobacco index resulting from lower average values of imported fruit, sugar and cocoa. The basic materials index increased by ½ per cent. There was a further fall in the fuels index of almost 1 per cent.

There was a marginal rise in the overall export unit value index and in the index for manufactured goods. Within the manufactured goods class there was a rise of over ½ per cent in the machinery and transport equipment index, while the textiles index fell by almost 1 per cent.

Volume of imports and exports (Table 2)

Imports in July, though still high, were lower both in value and volume than the high figures reached in May following the reduction in the import charge. Several factors have contributed to the marked variations in the monthly levels of the volume of import this year, including the change in the import charge at the end of April and the delays in arrivals caused by the American dock strikes early in the year. A comparison of the June-July average with the average of the previous four months – a period which includes both the exceptionally low February and the very high May figures – reduces the distortions these factors produced and provides a better comparison than the usual three-monthly one.

In June-July, on a seasonally adjusted basis, the volume of imports was 2½ per cent more than it had been in February to May of this year with the increases confined to imports of manufactured goods and food, drink and tobacco. The volume of imports of basic materials and fuels was reduced in this period. In the two months June and July the volume of imports of manufactured goods was 6 per cent more than the average for the four months February to May with most of the increase in finished manufactures, although the volume of imports of semi-manufactures showed a moderate increase during the period. Imports of food, drink and tobacco have been much higher in recent months than earlier in the year with their volume in the latest two months 5 per cent more than in the preceding four, but still very much less than in the second half of last year. The volume of imports of basic materials was 2½ per cent less on average in June and July compared with February to May, and at about the same level as the average for last year. The volume of imports of fuels also fell in the last two months compared with the previous four, when they were unusually high.

Exports in July reached record levels both in volume and in value terms. The increases in volume were spread over all the main commodity groups. Taking the normal three-monthly comparisons May to July with February to April (the special considerations applying to imports do not affect exports to the same extent) exports were little changed, however, either in volume or in value. There were, though, some divergent movements in the period within the different commodity groups. The volume of exports of manufactured goods, seasonally adjusted, was 1 per cent less in the last three months than in the previous three, whilst exports of non-manufactured goods rose nearly 5 per cent with higher exports of food and basic materials.

The only increase in manufactures in the three-monthly period was in exports of metals which continued the rise begun in recent months. There was no change in the volume of exports of machinery and transport equipment in the last three months after a fall between the first and second quarters of this year. There was a fall in the volume of exports of chemicals (nearly 5 per cent) and a fall in the volume of exports of textiles (2 per cent in the three months May to July compared with February to April). There was a decrease, too (6 per cent) in the volume of exports of other

manufactured goods within this period, but these had been very high at the beginning of this year.

Note: This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September, 1963, issue of Economic Trends. Some minor changes have been made to the index numbers, and their relative weights, given in these tables to take account of the inclusion of precious stones, etc., in the import and export statistics and the revised valuation of parcel post imports.

United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

	IMPORTS					EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	104	98
2nd quarter	106	115	103	96	104	106	108	105	101	107	105	107	104	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	106	101
4th quarter	107	113	103	94	108	107	106	107	102	108	110	108	105	100
1965 1st quarter	107	115	102	93	108	108	106	108	103	109	111	109	106	100
2nd quarter	107	114	102	92	108	108	104	109	104	110	112	109	108	101
1963 April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	106	118	101	95	102	105	107	105	101	104	104	106	104	99
February	107	118	102	97	103	105	107	105	101	105	104	106	104	98
March	107	117	102	97	103	105	108	105	101	106	104	106	104	98
April	106	115	103	97	103	105	108	105	101	106	104	106	104	99
May	107	116	103	96	104	106	109	106	101	107	105	107	104	99
June	106	114	103	95	105	106	108	106	101	108	106	107	105	100
July	106	113	104	95	105	107	109	106	101	108	106	108	105	100
August	106	114	102	94	106	107	109	106	101	107	107	107	106	100
September	106	111	102	94	106	107	107	107	101	108	108	108	106	101
October	107	113	104	94	107	107	107	107	102	108	109	107	106	100
November	107	113	103	94	108	107	106	107	102	108	110	107	106	100
December	107	113	103	94	108	107	106	107	102	109	111	108	105	100
1965 January	108	116	102	94	108	107	106	108	102	109	111	108	106	100
February	107	114	102	93	108	108	106	108	103	110	111	109	106	101
March	107	114	101	93	108	108	106	108	104	110	111	109	107	101
April	107	114	102	92	108	108	104	109	104	110	112	109	108	101
May	107	115	102	92	108	108	104	109	104	110	112	109	107	101
June	107	113	102	91	108	108	103	109	104	110	113	109	108	101
July	106	111	102	91	108	108	103	109	104	109	113	110	108	102

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

Continued on next page

United Kingdom import and export volume index numbers

TABLE 2 (1961 = 100)

	IMPORTS					EXPORTS							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
1964	119	104	108	128	137	112	115	111	126	105	103	107	123
Unadjusted													
1964 1st quarter	119	106	107	126	136	113	115	114	125	106	102	115	116
2nd quarter	121	103	109	133	143	115	116	115	127	109	109	113	125
3rd quarter	116	103	105	127	133	102	104	102	123	99	96	95	119
4th quarter	121	107	113	130	135	116	127	113	130	109	107	107	131
1965 1st quarter	116	96	107	147	128	112	111	112	129	103	101	110	123
2nd quarter	121	101	109	141	142	119	117	120	134	105	115	118	131
1964 May	116	101	103	133	133	125	125	126	141	120	116	125	132
June	122	105	113	127	144	111	114	111	120	100	105	107	125
July	116	104	105	120	133	103	90	106	120	97	97	101	122
August	117	98	111	128	134	109	120	108	137	108	109	95	128
September	116	107	100	133	131	94	101	93	113	91	82	88	106
October	127	111	113	134	148	114	125	112	132	108	101	105	135
November	116	108	107	125	127	114	132	111	127	113	109	105	123
December	121	102	117	132	131	119	124	116	132	106	110	110	134
1965 January	119	99	114	145	127	107	110	107	121	98	97	107	110
February	101	82	95	128	113	110	107	111	127	98	94	110	125
March	127	105	114	167	144	119	115	119	138	112	113	113	134
April	117	105	108	141	128	121	113	122	141	110	116	118	135
May	126	99	108	144	156	118	116	119	133	106	114	117	127
June	120	100	111	138	141	119	122	119	129	99	114	118	130
July	125	104	112	142	147	124	119	126	137	113	122	124	135
Seasonally adjusted													
1964 1st quarter	*117*	*103*	*107*	*124*	*134*	*113*	*116*	*112*	*123*	*103*	*102*	*112*	*120*
2nd quarter	*120*	*103*	*108*	*130*	*140*	*111*	*117*	*110*	*123*	*107*	*104*	*105*	*124*
3rd quarter	*120*	*108*	*105*	*126*	*139*	*109*	*110*	*109*	*129*	*104*	*104*	*103*	*121*
4th quarter	*119*	*104*	*110*	*133*	*134*	*113*	*119*	*113*	*130*	*107*	*103*	*109*	*125*
1965 1st quarter	*114*	*94*	*109*	*144*	*125*	*115*	*116*	*115*	*131*	*104*	*105*	*110*	*132*
2nd quarter	*120*	*101*	*110*	*139*	*138*	*113*	*115*	*113*	*128*	*102*	*108*	*108*	*128*
1964 May	*116*	*102*	*104*	*129*	*133*	*116*	*120*	*116*	*128*	*114*	*105*	*113*	*126*
June	*124*	*109*	*112*	*130*	*145*	*110*	*118*	*109*	*120*	*102*	*105*	*102*	*127*
July	*111*	*102*	*99*	*114*	*125*	*104*	*98*	*105*	*121*	*97*	*98*	*100*	*118*
August	*126*	*111*	*111*	*129*	*150*	*116*	*123*	*115*	*143*	*110*	*119*	*105*	*129*
September	*122*	*112*	*105*	*134*	*141*	*108*	*108*	*107*	*124*	*104*	*94*	*105*	*116*
October	*117*	*101*	*107*	*129*	*136*	*110*	*114*	*109*	*130*	*105*	*96*	*105*	*125*
November	*121*	*110*	*112*	*134*	*132*	*111*	*121*	*110*	*128*	*109*	*103*	*107*	*116*
December	*120*	*100*	*111*	*135*	*136*	*119*	*123*	*118*	*132*	*106*	*110*	*115*	*135*
1965 January	*116*	*98*	*107*	*141*	*124*	*111*	*116*	*110*	*125*	*102*	*102*	*107*	*123*
February	*110*	*88*	*108*	*140*	*120*	*118*	*115*	*118*	*134*	*103*	*102*	*115*	*137*
March	*116*	*94*	*112*	*152*	*129*	*116*	*118*	*116*	*134*	*108*	*110*	*109*	*135*
April	*118*	*105*	*112*	*140*	*127*	*115*	*112*	*115*	*136*	*106*	*110*	*109*	*133*
May	*125*	*99*	*110*	*141*	*151*	*113*	*115*	*113*	*126*	*104*	*108*	*109*	*126*
June	*118*	*99*	*106*	*137*	*137*	*111*	*118*	*110*	*122*	*96*	*107*	*106*	*125*
July	*123*	*104*	*109*	*140*	*142*	*124*	*128*	*122*	*135*	*111*	*120*	*119*	*130*

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Not only these virtuoso soloists, but the ever-growing band of aspiring home cooks find that High Speed Gas is the essential instrument for their art.

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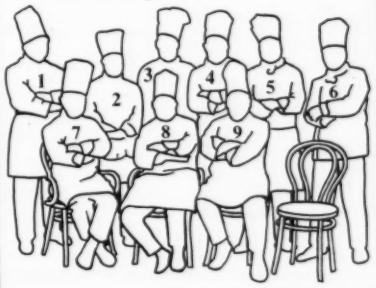


1. Mr. G. Bazzani, LONDON HILTON; 2. Mr. S. Millo, THE CARLTON TOWER; 3. Mr. H. Cavallo, HYDE PARK HOTEL; 4. Mr. L. Borra, QUAGLINO'S; 5. Mr. A. Ciorra, CAPRICE; 6. Mr. L. Virot, THE MAY FAIR HOTEL; 7. Mr. A. Meunier, LE COQ D'OR; 8. Mr. A. Agosti, NO. 10 CLUB, THE INSTITUTE OF DIRECTORS; 9. Mr. E. Kaufeler, THE DORCHESTER.

Only gas instantly gives the *right* heat for all phases of a dish's creation. Only gas enables you to change from simmer to boil at the turn of a tap.

And to the obedient precision of gas modern designers have added the latest refinements. Automatic ignition, thermostatic hotplate control, rotating spits and oven timers—you can see them all at your nearest gas showroom. You can see, too, how right these top chefs are when they insist on gas for their kitchens.

HIGH SPEED GAS
heat that obeys you

Private pension funds continue to invest in government securities

SUBSTANTIAL NET INVESTMENT in short-term government securities is one of the most significant features of the statistics of private pension funds' transactions in assets in the second quarter of 1965.

Total net investment by private pension funds is estimated at £68 million for the quarter, £2 million more than in the first quarter and £12 million more than in the second quarter of 1964. In the first six months of 1965 these funds have added £135 million to their assets, about a fifth more than in the corresponding period of 1964.

For the third quarter in succession private pension funds have been net buyers of government securities, a notable feature this quarter being in short-term securities (with up to 5 years to maturity) where net investment was £13 million after a two-year period of no appreciable investment. Long-dated securities in which there had been positive net investment during the previous three quarters fell by £3 million during the second quarter, but there was a net investment in all government securities of £14¼ million.

Investment in company securities which rose to £50 million in the first quarter fell back in the second quarter to £37 million. Equities, in particular, showed the smallest quarterly increase since the beginning of 1963 when these inquiries began.

The fall in total net holdings of cash and short term assets during the first quarter of 1965 (down £7 million) was reversed during the second quarter (up £6 million), bringing total net investment in the second quarter marginally above the first quarter, although the total of investments (public sector and company securities, etc.) was £11 million lower in the second quarter.

Notes:

The statistics relate to self-administered pension and superannuation funds of companies and non-profit making bodies. Transactions of funds of co-operative societies (which in the main invest with their parent society), funds which operate through insurance companies, and funds of local authorities, public corporations and central government are not included.

Totals in the table in this article are not always equal to the sum of their components because of rounding; similarly, the figures of net investment are not always equal to the difference between the rounded figures of the value of assets acquired and assets realised. For a further description of the statistics, see *Board of Trade Journal*, July 9, 1965.

Net investment in assets by private pension funds (1)

£ million

Assets	Net Investment						Transactions					
	Year 1963	1964				Year 1964	1st Quarter, 1965			2nd Quarter, 1965		
		1st quarter	2nd quarter	3rd quarter	4th quarter		Assets acquired	Assets realised	Net investment	Assets acquired	Assets realised	Net investment
Public sector securities:												
British government and government guaranteed securities:												
Period to maturity:												
Up to 5 years	−17·3	− 3·5	+ 1·6	− 0·2	+ 0·4	− 1·7	6·3	5·6	+ 0·7	19·6	6·9	+12·7
Over 5 and up to 10 years		− 3·5	—	− 2·8	+ 0·4	− 5·9	10·9	5·1	+ 5·8	15·7	10·0	+ 5·7
Over 10 and up to 15 years		− 0·1	− 0·8	− 3·4	+ 1·7	− 2·6	10·3	9·5	+ 0·8	11·3	11·9	− 0·6
Over 15 years		− 8·6	− 4·9	+ 7·5	+16·0	+10·0	30·9	23·4	+ 7·5	15·1	18·0	− 2·9
Undated		+ 1·2	− 0·2	− 1·4	—	− 0·4	1·2	2·2	− 1·0	1·4	1·8	− 0·4
United Kingdom local authority securities:												
Quoted:	+14·5											
Period to maturity:												
Up to 10 years		+ 1·6	− 0·7	− 0·2	− 1·3	− 0·5	2·7	2·7	—	1·7	1·5	+ 0·2
Over 10 and up to 15 years		− 0·2	+ 0·3	− 0·3	—	− 0·2	2·8	2·4	+ 0·4	2·6	1·8	+ 0·8
Over 15 years and undated		+ 1·3	+ 0·3	− 0·5	+ 0·1	+ 1·2	6·6	2·5	+ 4·1	3·9	1·1	+ 2·8
Unquoted	+ 1·3	+ 0·6	+ 1·8	—	+ 1·1	+ 3·5	4·2	3·2	+ 1·0	2·1	1·3	+ 0·7
Total of public sector securities	− 1·5	−11·2	− 2·5	− 1·4	+18·5	+ 3·4	75·9	56·5	+19·4	73·4	54·4	+19·0
Other investments:												
Company securities:												
Ordinary shares	+134·2	+35·4	+39·3	+33·9	+24·7	+133·3	41·8	11·5	+30·3	45·4	21·5	+23·9
Preference shares	+ 1·5	+ 0·6	+ 0·6	+ 0·5	− 0·1	+ 1·6	1·2	0·8	+ 0·4	0·7	3·6	− 2·9
Debentures, etc.	+ 57·4	+14·7	+ 9·9	+11·0	+ 5·7	+41·3	25·7	6·8	+18·9	21·8	6·3	+15·5
Mortgages and loans	+ 3·3	+ 1·9	+ 0·7	− 1·2	+ 0·4	+ 1·8	3·6	3·7	− 0·1	4·5	1·9	+ 2·6
Overseas government, etc., securities	+ 0·3	− 0·6	− 1·2	− 1·0	− 1·3	− 4·1	0·5	1·7	− 1·2	0·6	2·2	− 1·7
Other investments	+ 17·7	+ 2·1	+ 4·3	+ 4·4	+ 4·9	+15·7	5·2	0·1	+ 5·1	6·2	0·3	+ 5·9
Total of other investments	+214·4	+54·1	+53·6	+47·6	+34·1	+189·5	78·1	24·6	+53·5	79·1	35·8	+43·3
Total of investments	+212·9	+42·8	+51·1	+46·2	+52·7	+192·9	154·0	81·0	+72·9	152·5	90·2	+62·3
							Balances			Balances		
							Dec. 31, 1964	Mar. 31, 1965		Mar. 31, 1965	June 30, 1965	
Cash and other short-term assets:												
Cash in hand and with UK banks		+10·0	+ 2·4	− 2·6	+11·3	+ 1·1	42·0	31·9	−10·0	31·9	33·7	+ 1·8
UK local authority bills and temporary money	+1·5	+14·5	+ 2·2	+ 9·1	+ 6·9	+32·7	49·4	56·4	+ 7·0	56·4	54·8	− 1·6
Other short-term assets		+ 1·6	+ 0·6	+ 2·5	− 0·6	+ 4·1	28·2	28·8	+ 0·6	28·8	30·3	+ 1·5
Short-term liabilities		+ 6·0	− 0·3	+ 2·4	+ 0·2	+ 8·3	7·6	11·7	− 4·1	11·7	7·5	+ 4·2
Total net cash and other short-term assets	+ 1·5	+12·2	+ 4·9	+11·4	+17·8	+46·3	111·9	105·4	− 6·5	105·4	111·3	+ 5·9
Total net investment	+214·5	+55·0	+56·0	+57·7	+70·5	+239·2			+66·4			+68·2

(1) Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
— = nil or less than £·05 million.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, August 27, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 26:					
Room at the Top?	Br/E 30610	10	August 23	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Out of a Bomb-Site	Br/E 30616	9	August 25	" "	" "
Movietone News 1889A	Br/E 30386	9	August 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1890	Br/E 30387	7	August 27	" "	" "
Pathe News 65-68	Br/E 30466	7	August 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-69	Br/E 30467	8	August 27	" "	" "
FOREIGN					
The Invisible Dr. Mabuse	F 30611	89	August 24	Ranworth Film Services Ltd.	C.C.C. Films, Berlin
The Revenge of Spartacus	F 30612	97	August 24	" "	Leone Films, Rome
Thunder of Battle	F 30613	87	August 24	Eagle Films Ltd.	Dorica Film-Explorer Film 58, Rome, and C.F.E.P., Paris.
Melvin the Magnificent	F 30614	6	August 25	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
The Third Day	F 30615	107	August 25	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.
The Wild are Free	F 30617	25	August 26	Saxon Film Co. Ltd.	South Africa Department of Information
On the Move	F 30618	14	August 26	" "	" "
South West Africa	F 30619	21	August 26	" "	" "
Bastion of the South	F 30620	19	August 26	" "	" "
Just a Little River	F 30621	10	August 26	" "	Protea Film Productions (Pty.), Pretoria
What's New Pussycat?	F 30622	108	August 26	United Artists Corp. Ltd.	Famous Artists Productions Inc., Hollywood, and Famartists Productions S.A., Geneva
The Naked Hours	F 30623	88	August 27	Compton Cameo Films Ltd.	Atlantica Cinematografica Viale B. Buozzi 28, Rome
Duel at Rio Bravo	F 30624	90	August 27	" "	West Film Via Clitunno 3, Rome

AMENDMENT TO THE REGISTER:
The particulars of the film 'The Dam Busters' (Br/E 20241) registered on April 29, 1955, have been amended to provide alternative playing times as follows: (a) 11, 200 feet (124 minutes) (b) 9,309 feet (103 minutes).
NOTE:
In the list of British films registered during the week ended Friday, August 20, the maker's name of 'Licensed to Kill' should be shown as Alistair Films Ltd.

British film fund agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended July 31, 1965:

Distributors' earnings submitted:		
High cost films	£474,077	
Low cost films:		
Eligible (after multiplying by 2½)	£51,342	
Not eligible for 2½ times rental	£4,114	
		£529,533
Films of less than 3,000 feet (after multiplying by 2½)		£56,911
		£586,444
Levy collections paid to Agency by HM Customs and Excise to August 9, 1965, with an estimate of collections for two weeks, approximately covering entertainments to July 31, 1965		£394,500

The ninth interim allocation for the eighth distribution period will be at the rate of 48 per cent.

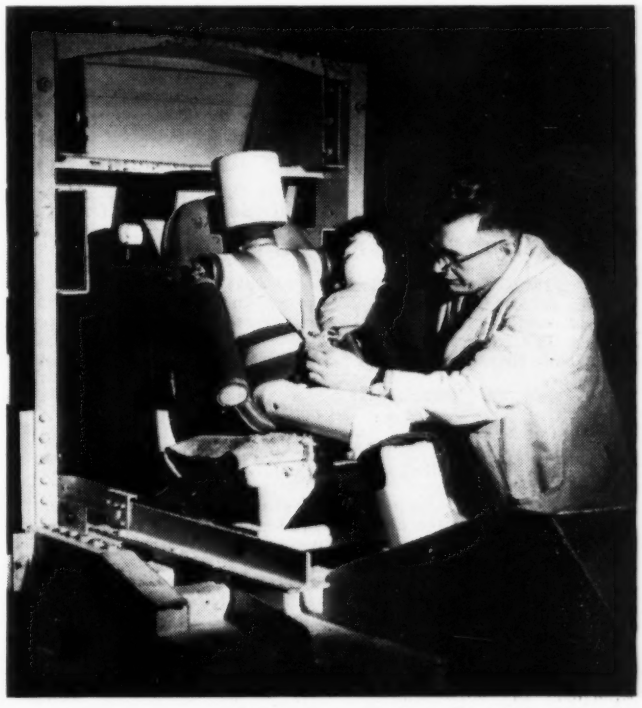
PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of UK business men in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*



Brought to a dead stop within 2ft. after travelling at 30 mph, this 40lb. 'dummy' is used in the routine testing of car safety belts for children. The British Standards Institution's Hemel Hempstead test centre has just issued its four-millionth 'Kite-mark' label for approved seat belts for adults. Following the recent amendment to the British Standard to embrace 'restraining devices' for children in cars a number of manufacturers are now introducing harness for this vitally important market. An article on the work of the British Standards Institution appeared in the Board of Trade Journal *of June 25, page 1387.*

Exhibitions and Fairs

Mr Douglas Jay to visit British Exhibition in Tokyo

MR. DOUGLAS JAY, President of the Board of Trade, will attend the opening ceremony of the British Exhibition and Fortnight in Tokyo on September 17. This event, which is organized by British Overseas Fairs with the support of the Board of Trade, will close on October 3.

Some 400 British firms will take part in the Exhibition, either directly or through their Japanese agents. Exhibits will occupy an area of about 100,000 sq. ft. and will include a diverse range of consumer and capital goods. Aircraft equipment will comprise the largest category with engines, radar instruments and other navigational aids being displayed as well as model and prototype aircraft. Wool cloth will dominate the section devoted to British textiles, with tweed, tartan, worsted, flannel and cashmere being shown as well as man-made and mixture materials. A British supermarket will display foods and beverages while the commercial uses of atomic energy will be demonstrated in another part of the exhibition. Agricultural and gardening equipment, cars, household textiles, toys, scientific instruments, carpets, machine tools, kitchen utensils and office equipment will also be shown. In a section entitled 'The Spirit of Britain', the British Monarchy, British inventions and examples of 'Churchilliana' will be featured.

A further 200 British companies are expected to participate in the Fortnight being held in leading Tokyo stores concurrently with the Exhibition. This promotion is designed to show Japanese shoppers some of the wide range of consumer goods Britain has to offer.

Many features depicting Britain will be in Tokyo at this time. These will include trips by a London bus; performances by the band of the Argyll and Sutherland Highlanders; lectures by two British Nobel Prize Winners, Dr. Dorothy Hodgkin and Lord Todd as well as by Sir Gilbert Roberts, designer of the Forth Bridge, and Sir William Penney; an exhibition of British watercolours and a visit from the reigning Miss World, Ann Sidney of Poole.

Although British exports to Japan in 1964 rose by about 14 per cent to total £58 million, this figure represents only about 2 per cent of Japanese imports. It is hoped that as a result of this Exhibition, the largest promotion in Japan by a Western nation, British exports to that country will substantially increase.

United Kingdom is largest exhibitor at Houston International Fair

GREAT BRITAIN, for the third successive year, will be the largest exhibitor of any of the overseas nations taking part in this year's Houston International Trade and Travel Fair at the Sam Houston Coliseum, September 17-26.

Last year the British Pavilion won the Murray Greenberg Award for the outstanding exhibit of the fair, and the British Consulate-General in Houston is putting yet more effort into the task of presenting an even better display of British products.

A number of new exhibitors will be showing their latest wares for the first time in Houston and they will be fully supported by successful exhibitors of past years. Products on show will range from the most recent developments in the world of women's beauty aids to the most costly and luxurious automobiles in the world.

There will be something for everyone in the British display. The stands at the fair will cater for businessmen seeking the last word in office equipment and duplicating machinery to the vacationer wishing to know all the details of a 1966 world cruise.

Among the firms who have already booked space in the British section of the fair are: Gestetner, Raleigh Industries, Inc., Yardley's of London, Inc., Penland Distributors, Inc., Standard-Triumph Motor Company, Inc., the Rover Motor Company, the Dalton Steamship Company, the Irish Linen Guild, Vavalon, Newman Motors Inc., Cunard Steamship Company, Sutton Power (Eqpt.) Ltd., Triumph Motor Cycles and Overseas Motors. New exhibitors this year include Raleigh Industries Inc., the world's largest manufacturers of bicycles who will display their latest models, and Triumph Motor Cycles who will show their new high-powered machines.

Rolls-Royce are hoping to display their new Phantom 5 – which is renowned as the world's finest automobile. The Irish Linen Guild (of Northern Ireland) will show fine household linens. Yardley's will be displaying some of their newest cosmetics. Sutton Power will exhibit the latest inboard motors for small boats with their unique inboard-outboard drive.

Rovers, makers of the famous Landrover, will display their new models and their latest fine sedan cars. Triumph cars plan to display the new Triumph TR-4A sports car as well as the most modern version of the popular Spitfire.

Gestetner will show a wide range of duplicating machinery of the most up-to-date type, and the Cunard Steamship Company will be at the fair with particulars and details of their 1966 world cruises.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

Window display at Hillgate House for the Board of Trade Export Services on the subject 'British Week in Milan'. Designed and produced by the Central Office of Information.

CHANGES IN TRADE FAIRS AND EXHIBITION ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Europe	*This issue*	*Dec. 3*
Outside Europe	*July 2*	*Oct. 1*
United Kingdom	*Aug. 6*	*Nov. 5*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France Italy, Benelux, Switzerland, Austria, Finland. 3558, Irish Republic, Greece, Turkey and Middle East, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

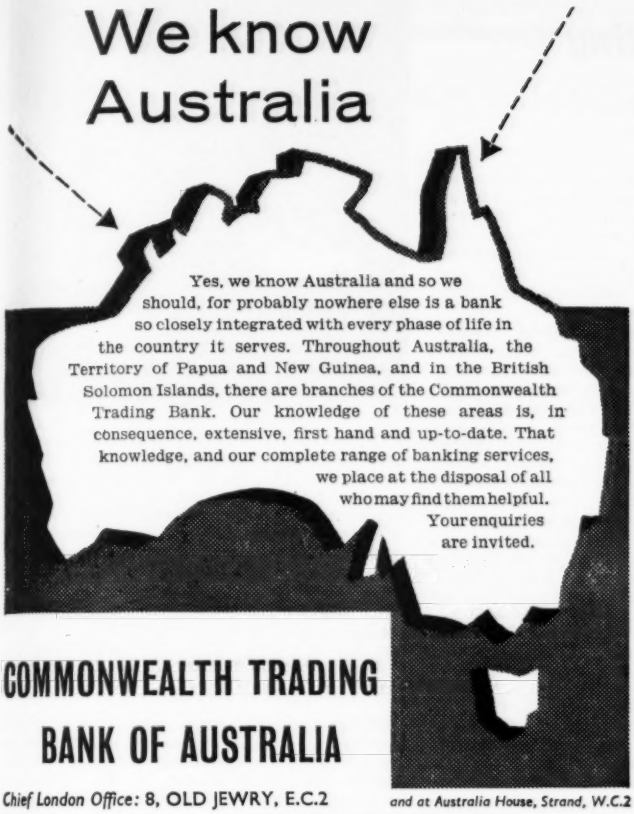
BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376.)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page xvi of July 23 issue.

We know Australia



Yes, we know Australia and so we should, for probably nowhere else is a bank so closely integrated with every phase of life in the country it serves. Throughout Australia, the Territory of Papua and New Guinea, and in the British Solomon Islands, there are branches of the Commonwealth Trading Bank. Our knowledge of these areas is, in consequence, extensive, first hand and up-to-date. That knowledge, and our complete range of banking services, we place at the disposal of all who may find them helpful. Your enquiries are invited.

COMMONWEALTH TRADING BANK OF AUSTRALIA

Chief London Office: 8, OLD JEWRY, E.C.2 *and at Australia House, Strand, W.C.2*

Head Office: SYDNEY, N.S.W., AUSTRALIA

THE INTERNATIONAL

HOUSEHOLD GOODS AND HARDWARE FAIR

COLOGNE

Friday, 10th—Sunday, 12th September, 1965
(inclusive)

• THE HARDWARE WORLD AT YOUR FEET •

This Fair offers the most important International Market for your trade

1500 Exhibitors from 23 countries will be showing a comprehensive range of goods

This is an opportunity no buyer can afford to miss

Information, passes (reduced U.K. rate 10s. 6d. each) from:
DU MONT PUBLICITY CO. LTD., 18, QUEENSBERRY PLACE, LONDON, S.W.7
Telephone: KEN 1700

after 1st September, 1965: **H. E. Melsom, Esq., M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1**

SPOGA

COLOGNE, 24th – 26th October, 1965

inclusive

There will be a unique concentration of sports goods, camping equipment and furniture, sports and camping clothes, tents and accessories, garden furniture and sun shades.

The last Fair was visited by 11,200 trade buyers from 35 different countries.

This is an opportunity British buyers cannot afford to miss.

Information, passes (at the reduced U.K. price of 10s. 6d. each) from:

H. E. MELSOM, Esq., M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1
Telephone: SUL 2134

Details inclusive tour: **DU MONT PUBLICITY CO. LTD., 18 Queensberry Place, London, S.W.7**
Telephone: KEN 1700

Southern California is an expanding market for British foodstuffs

By B. H. Wilcox, Consul (Commercial) at Los Angeles.

AS THE second largest regional market in the United States and one with the highest per capita income, Southern California offers an expanding outlet for British foodstuffs and beverages. There is a growing body of local importers and distributors who are constantly in search of new products and the Pacific Fine Foods and Beverage Fair (Los Angeles, July 18-21) presents the best opportunity to bring a new line to their attention. While many British products are always to be seen on distributors' stands at the fair, an official British booth once more provided an excellent shop window enabling retailers and restaurant owners to keep posted about the various products available from the United Kingdom. The official stand also offered a good medium for testing market reaction and finding prospective agents. There is never much difficulty in placing new lines of competitively priced confectionery, biscuits or preserves.

To meet the demand for more space, the fair was this year moved from the Ballroom to the Rex Room in the Biltmore Hotel, Los Angeles. There were 45 exhibitors, three of whom had come over from the East Coast and the remainder were from California. Some 900 visitors passed through the show, several coming from as far away as New York, San Francisco, San Diego, Tucson (Arizona) and Denver (Colorado). Visitors included importers, distributors, retailers, restaurant owners, supermarket chain buyers and press representatives, admission being closed to the general public.

The main emphasis was on confectionery, grocery and gourmet shop items; there were only a few displays of beers and liquor, but this type of exhibit is almost certain to be more common next year.

The British exhibit was as attractive as any in the show. The backdrop and sides were done in simulated walnut Formica panels with white shelving, which set off the merchandise to good advantage. But the really encouraging thing this year was the much better support given by British manufacturers. As many as 22 firms managed to get their samples to us on time, some working through their American agents. The display included such household British products as: Baxter's Mint Jelly, Cranberry Sauce and Vintage Marmalade; 'Becas' Brand Soups; Calindus Venison in Wine Sauce and Royal Jugged Hare; confectionery from Callard and Bowser, Trebor, Mackintosh's, Taverner Rutledge, and Batger's; Chivers', Robertsons' and House of Neill's preserves; Fox's, Peek Frean and Jacobs' biscuits; Lyons', Twinings' and Hornimans' teas; and Watneys' Red Barrel, Whitbread and Bass beverages.

Eight of the new lines on display aroused the interest of local distributors, who volunteered to write to the manufacturers regarding the agency. Only in two cases was it not possible to arouse interest and this was probably because the lines were too small. In addition there was a constant flow of source of supply inquiries for established lines, among others, from persons about to set up gourmet or candy shops for the first time.

A main attraction of the British booth this year was the kilted and bearded figure of Mr. J. M. Hackett, managing director and founder of the Lindisfarne Mead Co. Ltd. of Holy Island. Not only did he manage to line up prospective distributors for his Scotch liqueur, Mead Wine and Honey, but he was also able to book some encouraging orders. The fact that a British businessman came over specially to promote his products at the show created a very favourable impression and other British firms might find it worthwhile to follow suit next year, because the show brings together a representative cross-section of the local food distributors.

A British cheese and beverage sampling party, held at the hotel on July 19, attracted about 250 executives and buyers from restaurants, supermarket chains, liquor distributors and retailers as well as representatives of the local and British press. Several of those present seemed to think that British cheeses were the most underpromoted in the world and thought that much more could be done with them. The party was used to test out a brand of Scotch new to the West Coast market. Despite the ample supplies of Scotch already available, the reaction was distinctly more encouraging with three distributors asking for the agency.

The Pacific Fine Foods and Beverage Fair is scheduled to be still bigger next year with more space probably being devoted to liquor displays.

The British Trade exhibit at the fair.

A Hancock HL3 oxy-cutting machine profiling components for domestic boilers at Fletcher and Stewart Ltd., Derby. Using these machines, supplied by Hancock and Co. (Engineers) Ltd., Croydon, 24 hours a day and 6½ days a week, Fletcher and Stewart, who are engaged in the manufacture of complete factories and refineries for the production of sugar, are said to have increased their productivity by 600 per cent over the old single-head burner methods.

First engineering exhibition at Design Centre

THE FUNCTION of design and research in the engineering industries is to be examined in an exhibition which opens for a month at The Design Centre on October 20. The exhibition, entitled 'Design in Engineering', is being organized jointly by the Ministry of Technology and the Council of Industrial Design. It has been planned to follow up the work of both the Feilden Committee on Engineering Design and the Federation of British Industry's working party on industrial and engineering design. The exhibition will be divided into ten sections, of which nine will demonstrate different aspects of design in engineering: new concepts, cost, reliability, maintenance, ease of use, safety, size, appearance and rationalization. A final section stresses the importance of taking into account all design requirements in considering the total concept of the product.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail**, *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

European trade fairs and exhibitions

• indicates event which is held annually at approximately the time stated.

† indicates event which is held alternate years at approximately the time stated.

1965 : General

STOCKHOLM: ST. ERIK'S FAIR – September 1-12.
• Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STRASBOURG: INTERNATIONAL TRADE FAIR – September 2-13.
• Apply, Organizing Committee, 9 rue Brulee, Strasbourg.

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 5-12.
• Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111).

SALONIKA: INTERNATIONAL TRADE FAIR – September 5-26.
• Apply, Foire International de Thessolonika, Salonika.

UTRECHT: INTERNATIONAL AUTUMN TRADE FAIR – September 6-14.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
• Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 9-19.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR – September 11-26.
• Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

LIEGE: INTERNATIONAL AUTUMN FAIR – September 11-26.
• Apply, Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 12-19.
• Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

BRNO: INTERNATIONAL TRADE FAIR – September 12-26.
• Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Regent 0855-8).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 17-27.
• Apply, Fiera di Bolzano, Via Roma 18, CP 297, Bolzano.

BERLIN: GERMAN INDUSTRIES FAIR – September 22-October 3.
• Apply, Berliner Ausstellungen, Hammarskjold Platz 1-7, 1 Berlin 19.

MARSEILLES: INTERNATIONAL FAIR – September 23-October 4.
• Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

INNSBRUCK: EXPORTS AND SAMPLES FAIR – September 25-October 3.
• Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

METZ: INTERNATIONAL AUTUMN TRADE FAIR – September 29-October 10.
• Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

COPENHAGEN: INTERNATIONAL TRADE FAIR (CONSUMER GOODS) – October 15-24.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

1965 : Specialized

Aeronautical

GENOA: INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS (INTERCOM) AND INTERNATIONAL AERONAUTICAL SALON – October 6-17.
† Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

GENOA: INTERNATIONAL AERONAUTICAL SALON – October 30-November 7.
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

STUTTGART: AGRICULTURAL FAIR – September 25-October 3.
Apply, CES (Overseas) Ltd. 225c, Balham High Road, London, S.W.17. (Tel. Balham 4650).

GOTHENBURG: INTERNATIONAL FISHERY TRADE FAIR – October 29-November 7.
† Apply, Finextra Ltd., 213/4 Piccadilly, London, W.1. (Tel. Regent 3944/5).

Books and Periodicals

FRANKFURT: INTERNATIONAL BOOK FAIR – October 13-18.
* Apply, Auslands-Und Messeburo Des Borsenvereins Kleiner Hirschgraben 10/12 Frankfurt am Main.

Building, Public Works

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 18-28.
* Apply, M. Le Prince, Salon International de la Construction et des Industries du Second Oeuvre, 1 Avenue Niel, Paris.

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 9-18.
Apply, Salone Internazionale dell' Industrializzazione Edelizia, Via del Lavoro 67, Bologna.

Capital Goods, Engineering, Machinery

BRUSSELS: EUROPEAN MACHINE TOOL EXHIBITION – September 3-12.
Apply, Machine Tools Trade Association Incorporated, 25/28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 23-October 6.
* Apply, Salone Internazionale della Tecnica, Corso Massimo d'Azeglio 15, Turin.

ESSEN: WELDING AND CUTTING EXHIBITION – September 25-October 3.
Apply, Gemeinnutzige Ausstellungs GmbH, 2 Norbert Strasse, Essen.

STOCKHOLM: TECHNICAL FAIR – October 1-7.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

UTRECHT: INTERNATIONAL TRADE FAIR FOR MACHINERY, APPARATUS AND INSTRUMENTS FOR CHEMICAL, FOODSTUFF AND BEVERAGE INDUSTRIES (MACHEVO) – October 13-20.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

ROTTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION – November 9-13.
* Apply, Anglian Trade Promotions Ltd., 67/69 Chancery Lane, London, W.C.2. (Tel. Chancery 6561-3).

Chemicals, Hospital and Hospital Equipment etc.

MOSCOW: INTERNATIONAL EXHIBITION OF CHEMISTY IN INDUSTRY, CONSTRUCTION AND AGRICULTURE – September 11-26.
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STUTTGART: INTERNATIONAL DENTAL EXHIBITION – September 14-19.
Apply, CES (Overseas) Ltd., 225c, Balham High Road, London, S.W.17. (Tel. Balham 4650).

FRANKFURT: PHYSICISTS' CONGRESS AND EXHIBITION – October 4-9.
Apply, Herr S. Szyperski, 4005 Buderich B, Dusseldorf am Kapittelsbusch 9.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November 6-15.
† Apply, Salon International de l'Equipment Medical et Hospitalier, 171 Avenue du Domaine, Brussels, 19.

Clocks and Watches

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – September 4-13.
* Apply, Salon International de l'Horlogerie, 54 Grande-Rue, Besancon.

Electrical, Radio, Television, Electronics and Telecommunications

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – September 7-11.
† Apply, Exhibition Management, Swiss Industries Fair, 61 Clarastrasse, 4000 Basle.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September 9-19.
† Apply, Commissaire General, 16 rue de Presles, Paris 15e. (Tel. 273-24-70).

AMSTERDAM: RADIO AND TELEVISION EXHIBITION (FIRATO) – September 16-26.
† Apply, R. A. I. Gebouw, Europaplein 8, Amsterdam.

GENOA: INTERNATIONAL FAIR OF MARITIME COMMUNICATIONS AND TELECOMMUNICATIONS (INTERCOM) – October 30-November 7.
† Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Foodstuffs, Hotel and Catering

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 12-15.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W.1. (Tel. Langham 6740).

PARMA: INTERNATIONAL PRESERVED FOOD AND FOOD PACKAGING EXHIBITION – September 20-30.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

COLOGNE: GENERAL EXHIBITION OF FINE FOODS, VICTUALS AND PROVISIONS (ANUGA) – September 25-October 3.
† Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. SUL 2134).

MONTPELIER: INTERNATIONAL VINICULTURAL AND WINE FAIR – October 9-19.
* Apply, Faire Internationale de la Vigne et du Vin, 11 bis, rue de la Loge, Montpelier.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION, EUIP'HOTEL – October 14-25.
* Apply, 15, Rue de Liege, Paris 9. (Tel. TR 155.11).

STUTTGART: INTERNATIONAL HOTEL AND CATERING TRADES EXHIBITION – October 22-November 1.
Apply, CES (Overseas) Ltd., 225c Balham High Road, London, S.W.17. (Tel. Balham 4650).

DIJON: FOIRE GASTRONOMIQUE (NATIONAL FOOD, WINES AND GASTRONOMY EXHIBITION) – October 29-November 11.
* Apply, Palais des Expositions, Boulevard de Champagne, Dijon.

BRUSSELS: INTERNATIONAL FOOD AND HOME (ARTS MENAGERS) EXHIBITION – October 30-November 14.
* Apply, SIMPA, 8-10 Place de Brouckere, Brussels.

Furniture, Home, Household

MILAN: INTERNATIONAL EXHIBITION AND MARKET OF HOUSEHOLD GOODS, GLASSWARE, CERAMICS, HARDWARE AND TOOLS – September 4-7.
* Apply, F. C. Urbach, International Advertising Limited, 23 Lyndhurst Road, London, N.W.3. (Tel. Swiss Cottage 3952).

GOTHENBURG: INTERNATIONAL SWEDISH HOME AND HOUSEHOLD EXHIBITION (DAGENS HUSHALL) – September 4-12.
* Apply, Utstallhingen Dagens Hushall, Kopmannens Hus Vasgaten 52, PO Box 3067, Gothenburg 3.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE TRADE FAIR – September 10-12.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. SUL 2134).

VICENZA: INTERNATIONAL CERAMICS EXHIBITION – September 19-26.
* Apply, Ente Fiera di Vicenza, Contra Mure Porta Nova 3, Vicenza.

LYONS: FURNITURE FAIR (MEUROPAM) – October 2-5.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

GENEVA: SALON DES ARTS MENAGERS (HOUSEHOLD EXHIBITION) – October 27-November 7.
* Apply, Secretariat, 54b Rte, des Accacias, Geneva.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 31-November 11.
* Apply, Commissaire General, Palais, de la Foire, Lille.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November 8-13.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Heating and Ventilating, etc.

BRUSSELS: INTERNATIONAL HEATING AND VENTILATING EXHIBITION – September 18-26.
* Apply, Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Laundry

PARIS: INTERNATIONAL LAUNDRY, DYEING AND CLEANING EXHIBITION – November 5-15.
† Apply, 80 Boulevard Malesherbes, Paris 8e.

Leather, Footwear

ELDA: INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 1-9.
Apply, Feria Internacional del Calzado Y Industrias Afines Elda, Alicante, Spain.

FLORENCE: SHOE AND LEATHER FAIR – September 4-12.
* Apply, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

PARIS: INTERNATIONAL LEATHER WEEK – September 10-15.
* Apply, The Secretary, Conseil National du Cuir, 2, Rue Edouard VII, Paris, 9e. (Tel. Ope 68.60).

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW (BENELUX) – October 9-12.
* Apply, Secretariat de l'Institut Nat. du Commerce et des Metiers, 7, rue Longue de la Croix, Ghent.

Motor Cars, Motor Cycles, Cycles

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 16-26.
* Apply, Verband Der Automobilindustrie ev. Post Box 725347, Westendstrasse 61, Frankfurt-am-Main 16.

PARIS: INTERNATIONAL MOTOR CAR, CYCLE AND SPORTS EXHIBITION – October 7-17.
Apply, R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

TURIN: INTERNATIONAL MOTOR SHOW – November 3-14.
* Apply, Comitato Organizzatore, Salone Internazionale dell' Automobile, Corso Galileo Ferraris 61, Turin.

MILAN: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – November 30-December 9.
† Apply, National Association of Cycle, Motor Cycle and Accessories Manufacturers, Via Mauro Macchi 32, Milan.

Packaging

MILAN: INTERNATIONAL PACKAGING, MECHANICAL HANDLING INDUSTRIAL MACHINES AND FOOD PROCESSING EXHIBITION IPACK-IMA – September 11-17.
* Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

BARCELONA: CANNING AND PACKAGING EXHIBITION-IBERPAK – November 5-17.
Apply, Sr. Director, IX Salon del Envase y de Embalaje Iberpak 65, Avenida Maria Christina, Parque de Montjuich, Barcelona.

Plastics

GHENT: EUROPEAN PLASTICS FAIR – October 21-31.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Printing, Stationery, Office Machinery

ZURICH: OFFICE EQUIPMENT EXHIBITION (BUFA) – September 7-11.
† Apply, President, NCR Company, PO Box 8023, Zurich.

MILAN: ITALIAN OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 24-October 2.
* Apply, Associazione Nazionale Commercianti Macchine e forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – October 14-23.
* Apply, Salon de l'Equipement de Bureau, 6, Place de Valois, Paris, 1 er. (Tel. Central 99.40).

Scientific Instruments

DUSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF MEASURING INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 13-19.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Shop Equipment

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 2-11.
* Apply, Salon de l'Equipement des Commerce, 42 rue du Louvre, Paris 1 er.

Sports

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS AND CAMPING EQUIPMENT (SPOGA) – October 24-26.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. SUL 2134).

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 30-November 2.
* Apply, Spodex, 149, Rue St. Honore, Paris, 1.

Textiles and Clothing

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE CLOTHING FOR MEN – September 5-8.
* Apply, CEPCO asbl, 52 due du Progres, Brussels 1.

BERLIN: FASHION WEEK – September 6-15.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18 1 Berlin 12.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – September 9-12.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 17-20.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE CLOTHING FOR LADIES AND CHILDREN – October 2-7.
* Apply, Centre Professional pour l'expansion de l'industrie de la Confection (CEPCO asbl), 52 due du Progres, Brussels.

BERLIN: FASHION WEEK – October 4-15.
* Apply, Industrie-und Handelskammer zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE UNDERWEAR AND FOUNDATION GARMENTS – October 14-17.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. SUL 2134).

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 15-17.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. SUL 2134).

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – November 3-7.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 6-11.
* Apply, Salon International du Pret-a-Porter Feminin, 23, rue Notre Dame-des-Victoires, Paris.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – October 27-30.
* Apply, Murray Watson Ltd., 58 Brook Street, London, W.1. (Tel. Grosvenor 3508).

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – November 23-26.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

Transport

MUNICH: INTERNATIONAL EXHIBITION OF TRANSPORT AND COMMUNICATIONS – June 25-October 3.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

1966—General

GENOA: INTERNATIONAL FAIR – January/February.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 27-March 3.
* Apply, LEP Transport Limited, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

NICE: INTERNATIONAL FAIR – March 3-14.
* Apply, M. le President, 8, Place Massena, Nice.

VIENNA: INTERNATIONAL TRADE FAIR – March 13-20.
* Apply, Office of The Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

ZURICH: SWISS IMPORTS FAIR – March 25-April 3.
† Apply, Schweizerische Import-Ausstellungen (ZUSPA) Nordstrasse 20, Zurich 6.

LYONS: INTERNATIONAL FAIR – March 26-April 4.
* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) - April 7-17.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

MILAN: INTERNATIONAL SAMPLES FAIR – April 14-25.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1. (Tel. Regent 2411).

BASLE: SWISS INDUSTRIES FAIR – April 16-26.
* Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1. (Tel. Paddington 0701).

ZAGREB: INTERNATIONAL SPRING FAIR – April 16-24.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

LILLE: INTERNATIONAL TRADE FAIR – April 23-May 8.
* Apply, Weigel, Leygonie & Co. Ltd., PO Box No. 275, 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825/9).

OSLO: BRITISH TRADE FAIR AND FORTNIGHT ('BRITAIN '66') – April 29-May 15.
Apply, British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

BRUSSELS: INTERNATIONAL FAIR – April 30-May 11.
* Apply Belgium House, 167 Regent Street, London, W.1. (Tel. Regent 1491).

HANOVER: HANOVER FAIR – April 30-May 8.
* Apply, Schenkers Ltd. Royal London House, 13 Finsbury Square, London, E.C.3. (Tel. Metropolitan 9711).

GOTHENBURG: SWEDISH TRADE FAIR – May 6-15.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL FAIR – May 18-30.
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, S.W.7. (Tel. Knightsbridge 9620).

BUDAPEST: INTERNATIONAL TRADE FAIR – May 20-30.
* Apply, Hungarian Chamber of Commerce, Rosenberg HPU 17, Budapest V.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May 26-June 5.
* Apply, Foire Internationale de Luxembourg, Halls de Exposition, Luxembourg.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W.1. (Tel. Regent 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E International De Muestras En Barcelonas Palacio No. 1 Avenida Maria Christina, Barcelona.

NANCY: INTERNATIONAL TRADE FAIR – June 2-13.
* Apply, M. Deiber, 7, rue des Dominicains, Nancy.

POZNAN: 35TH INTERNATIONAL TRADE FAIR – June 12-26.
* Apply, Official Forwarding Agents, PSA Transport Ltd., 70 Old Broad Street, London, E.C.2. (Tel. Avenue 2424).

BORDEAUX: INTERNATIONAL TRADE FAIR – June 17-26.
* Apply, Administration de la Foire International Bordeaux, 12, Place de la Bourse, Bordeaux.

MOSCOW: BRITISH INDUSTRIAL EXHIBITION – July 8-24.
Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

STOCKHOLM: ST. ERIKS FAIR – August 31-September 11.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

MESSINA: INTERNATIONAL TRADE FAIR – August.
* Apply, Ente Autonomo Fiera di Messina, Via Liberta', Messina. (Tel. 211.714 and 210.962).

STRASBOURG: INTERNATIONAL FAIR – September 1-12.
* Apply, M. le President, 9, rue Brutee, Strasbourg.

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 4-11.
* Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1. (Tel. Hyde Park 3111/2).

UTRECHT: ROYAL NETHERLANDS INDUSTRIES FAIR – September 5-13.
* Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VIENNA: INTERNATIONAL TRADE FAIR – September 11-18.
* Apply, Office of the Austrian Foreign Trade Representative. 1 Hyde Park Gate, London, S.W.7. (Tel. Knightsbridge 6938).

HELSINKI: FINNISH INTERNATIONAL TRADE FAIR – September 15-25.
† Apply, The Finnish Fair (Suomen Messut) Finnish Fair, Toolo, Helsinki.

MARSEILLES: INTERNATIONAL FAIR – September 22-October 3.
* Apply, Butler's Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1. (Tel. Chancery 4224/5).

METZ: INTERNATIONAL FAIR – September 28-October 9.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 47 Nottingham Place, London, W.1. (Tel. Welbeck 9759).

BARI: INTERNATIONAL LEVANT FAIR – September.
* Apply, DuMont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.1. (Tel. Kensington 1700).

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 5-16.
* Apply, Berliner-Ausstellungen, Berlin-Charlottenberg 9, Hammarskjold Platz 1-7.

1966—Specialized

Aeronautical

HANOVER: GERMAN AVIATION EXHIBITION – April 30-May 8.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2. (Tel. Metropolitan 9711).

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June 4-12.
† Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, S.W.7. (Tel. Knightsbridge 7512).

Agriculture, Agricultural Machinery, Dairy Industries, Livestock and Fisheries

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February 13-20.
† Apply, Secretariat General 2, Avenue Louis Bertrand, Brussels. (Tel. 15-09.75).

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 8-13.
* Apply, Salon International de la Machine Agricole, 95, Rue Saint Lazare, Paris 9e.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 13-21.
* Apply, E. A. Per Fiere Di Verona, Viale Del Lavoro, Verona.

FRANKFURT: INTERNATIONAL AGRICULTURAL SHOW – May 8-15.
† Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

MOSCOW: AGRICULTURAL MACHINERY AND EQUIPMENT EXHIBITION – May 16-29.
Apply, Directorate of the International Exhibition Modern Agricultural Machinery and Equipment, 6, Kuibyshev Street, Moscow, USSR.

JONKOPING: 6TH EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 2-12.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

MUNICH: INTERNATIONAL D L G-SPECIAL EXHIBITION FOR DAIRY TECHNIQUE – July 4-9.
Apply, German Agricultural Society, Zimmerweg 16, Frankfurt am Main.

PARIS: INTERNATIONAL DAIRY EQUIPMENT EXHIBITION – November 13-21.
† Apply, M. Caron, 3, rue La Boetie, Paris, 8e.

Building, Public Works

BRUSSELS: BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 29-February 6.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

VERONA: INTERNATIONAL EXHIBITION OF EARTH MOVING AND BUILDING MACHINERY (SA.MO.TER) – February 2-7.
* Apply, Ente Autonomo per le Fiere di Verona, Casella Postale 199, Vialedel Lavoro, Verona.

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINES (BAUMA) – March 19-27.
* Apply, Building Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 12-22.
† Apply, Salon Internationale du Material de Travaux Public et de Batiment, 1, Avenue Niel, Paris 17.

PARIS: PRESTRESSED CONCRETE CONGRESS AND EXHIBITION – June 11-18.
Apply, Secretary, Prestressed Concrete Development Group, Terminal House, Grosvenor Gardens, London, S.W.1. (Tel. Belgravia 6661).

Capital Goods, Engineering, Machinery

PARIS: ELECTRIC AND MECHANICAL INDUSTRIES EXHIBITION (MECANELEC) – April 15-24.
† Apply, Managing Director, 40 rue du Colisee, Paris, 8e.

MOSCOW: MECHANISATION METHODS FOR ENGINEERING AND TECHNICAL WORK EXHIBITION September 1-15.
Apply, Directorate of the International Exhibition Mechanisation Methods for Engineering and Technical Work, 6, Kuibyshev Street, Moscow, U.S.S.R.

CHARLEROI: INTERNATIONAL TECHNICAL EXHIBITION – September 16-25.
† Apply, Weigel Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2. (Tel. Temple Bar 4825).

STOCKHOLM: TECHNICAL FAIR – September 30-October 6.
* Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

GENOA: INTERNATIONAL WELDING EXHIBITION – October 15-23.
† Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Chemicals, Hospital and Hospital Equipment

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – October 6-10.
* Apply, Arbeitsgemeinschaft fur Fachmessen Plattenstrasse 44. (Tel. Zurich 7.32).

MUNICH: 20TH INTERNATIONAL CONGRESS AND EXHIBITION OF OPHTHALMOLOGY – August 14-19.
Apply, Kongress Buro, 8 Munchen 15, Beethovenstrasse, 8.

Clocks and Watches

BESANCON: INTERNATIONAL CLOCK AND WATCH-MAKING INDUSTRY EXHIBITION – September 3-12.
* Apply, Commissariat General, Salon International de l'Horlogerie, 54, Grande-Rue, Besancon.

Electrical, Radio, Television and Electronics

PARIS: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – February 3-8.
* Apply, Federation Nationale des Industries Electroniques, 16 rue de Presles, Paris 15e.

PARIS: INTERNATIONAL FESTIVAL OF SOUND – March 10-15.
* Apply, Commissaire Generale, 16 rue de Presles, Paris, 15e.

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – February 25-March 6.
Apply, The Secretariat, 1 Julius Thomsens Plads, Copenhagen V.

ROME: INTERNATIONAL EXHIBITION OF ELECTRONICS, NUCLEAR ENERGY AND TELEVISION, RADIO AND CINEMATOGRAPHY – June.
* Apply, Rassegna Internazionale Electronica Nucleare E Teleradicine Matografica, Via Crescenzio No. 9, Rome.

Foodstuffs, Hotel and Catering

UTRECHT: INTERNATIONAL FOOD FAIR (ROKA) – April 25-29.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

ZURICH: INTERNATIONAL BAKERY AND CONFECTIONERY TRADE FAIR – May 13-22.
* Apply, Zuspa Genossenschaft Zurcher Spezial – Ausstellungen, Nordstrasse 20, Zurich, 6.

COPENHAGEN: 6TH INTERNATIONAL A.I.D.A. CONGRESS AND EXHIBITION (FOOD) – June 23-July 3.
Apply, General Secretariat, A.I.D.A., Congress, 2, Trommesalen, Copenhagen, V.

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 11-14.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

MONTPELIER: INTERNATIONAL VINICULTURAL AND WINE FAIR – October 8-18.
* Apply, Foire Internationale de la Vigne et du Vin, 11 bis rue de la Loge, Montpelier.

PARIS: INTERNATIONAL HOTEL AND CATERING EQUIPMENT EXHIBITION, EQUIP'HOTEL – October 13-24.
* Apply, M. Willard, 15 rue de Liege, Paris 9.

DIJON: FOIRE GASTRONONIQUE (NATIONAL FOOD, WINES AND GASTRONOMY EXHIBITION) – October 29-November 11.
* Apply, Palais des Expositions, Boulevard de Champagne, Dijon.

PARIS: INTERNATIONAL FOOD SALON (SIAL) – November 13-21.
Apply, Madame Jeanne Dench, 16, Sandyford Place, Glasgow, C.3. (Tel City 4461/5).

PARIS: FOOD EQUIPMENT INDUSTRIES EXHIBITION (MATERAL) – November 13-21.
* Apply, Salon International de l'Equipment des Industries de l'Alimentation, 42, rue du Louvre, Paris, 1er.

PARIS: INTERNATIONAL EXHIBITION FOR THE MALT AND BEER INDUSTRIES – November 13-21.
Apply, Mr. Caron, 3, rue La Boetie, Paris, 8.

Fur

FRANKFURT: INTERNATIONAL FUR FAIR – March 30-April 3.
* Apply, Frankfurter Rauchwaren-Messe G.m.b.H., Borsenstrasse 8, 6 Frankfurt am Main.

PARIS: INTERNATIONAL FUR TRADE EXHIBITION – April 14-18.
* Apply, M. Lebel, 36 Avenue de l'Opera, Paris, 2. (Tel. Ely 58.27).

Furniture, Home, Household

PARIS: FURNITURE EXHIBITION – January 19-24.
† Apply, Salon du Meuble et des Industries de l'Ameublement, 22 Avenue Franklin-Roosevelt, Paris 8e.

PARIS: INTERNATIONAL EXHIBITION OF FURNITURE EQUIPMENT AND MATERIAL SUPPLIES – January 19-24.
† Apply, "Appromeuble", 22 Avenue Franklin-Roosevelt, Paris 8e.

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 25-30.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – March 3-6.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 6-21.
* Apply, Commissariat General du Salon des Arts Menagers, Palais de la Defense 15 Avenue Division-Leclerc, Puteaux (Seine). (Tel. SAB: 16.40).

LYONS: INTERNATIONAL EXHIBITION OF IRONMONGERY, TOOLS, HOUSEHOLD EQUIPMENT AND HEATING – April 1-4.
* Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR – April 15-24.
* Apply, C.E.S. (Overseas) Ltd., 225c Balham High Road, London, S.W.19. (Tel. Balham 4650).

MUNICH: INTERNATIONAL HANDICRAFTS AND SUPPLIER INDUSTRIES FAIR – May 12-22.
* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

PARIS: COMMUNITY LIFE EXHIBITION – May 19-23.
Apply, Salon de la Vie Collective, 15 Avenue de la Division-Leclerc, Puteaux (Seine).

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June 18-23.
* Apply, Commissaire General, 32 rue de Paradis, Paris 10e.

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June/July.
* Apply, Ente Autonomo Mostra D'Oltremare, Piazza Campi Flegrei, Naples.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 9-11.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

LYONS: FURNITURE FAIR (MEUROPAM) – October 1-4.
* Apply, Robert Brandon and Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Handicrafts

MUNICH: INTERNATIONAL HANDICRAFTS EXHIBITION – May 12-22.
† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

Heating and Ventilating, etc.

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS FIRING (INTHERM) – March 30-April 3.
* Apply, C.E.S. (Overseas) Limited, 225c Balham High Road, London, S.W.17 (Tel. Balham 4650).

Horticulture

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 25-March 6.
* Apply, "The Garden" Information Centre, 14 Rue Duquesnoy, Brussels 1. (Tel. 12.21.87/13:11:93).

Leather, Footwear

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January 9-16.
* Apply, Salon de la Maroquinerie, 52 Rue du Progres, Brussels.

MILAN: INTERNATIONAL LEATHER EXHIBITION (MIPEL) – January 22-26.
* Apply, Mercato Italiano della Pelleteria, (MIPEL), Via Leopardi 14, Milan.

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 26-March 3.
* Apply, Offenbacher Messe G.m.b.H., Kaiserstrasse 110, Offenbach am Main.

DUSSELDORF: 21ST GERMAN FOOTWEAR SAMPLES DISPLAY (G.D.S.) – April 16-18.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

COPENHAGEN: INTERNATIONAL LEATHER GOODS FAIR – May 6-11.
Apply, Udstillingshallen Forum A/S Julius Thomsens Plads, Copenhagen V.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 27-September 1.
* Apply, Offenbacher Messe G.m.b.H., Kaiserstrasse 108-112, Offenbach am Main.

PARIS: INTERNATIONAL LEATHER WEEK – September 8-13.
* Apply, The Secretary, Conseil National du Cuir, 2 Rue Edouard VII, Paris 9e. (Tel. OPE 68.60).

DUSSELDORF: 22ND GERMAN FOOTWEAR SAMPLES DISPLAY (G.D.S.) – September 24-26.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Langham 6740).

Motor Cars, Motor Cycles and Cycles

AMSTERDAM: INTERNATIONAL MOTORCYCLES, MOPEDS, CYCLES AND ACCESSORIES EXHIBITION – February 24-March 6.
* Apply, R.A.I. (Netherlands Association of the Cycle and Automobile Industry) Europaplein 8, Amsterdam.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March 10-20.
* Apply, Salon International de l'Automobile, 5 rue Jacques-Balmat, Geneva.

COLOGNE: INTERNATIONAL BICYCLE AND MOTOR CYCLE EXHIBITION (I.F.M.A.) – September 24-28.
† Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

PARIS: INTERNATIONAL MOTOR CAR, CYCLE, MOTORCYCLE AND SPORTS EXHIBITION – October 6-16.
* Apply, R. C. Liebman, 178 Fleet Street, London, E.C.4. (Tel. City 5889).

Nautical

PARIS: SALON INTERNATIONAL DE LA NAVIGATION DE PLAISANCE – January 13-23.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

HAMBURG: BOAT SHOW – January 20-26.
* Apply, Planten and Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, Am Dammtor, Hamburg 36.

MALMO: 2ND INTERNATIONAL BOAT SHOW – January 21-30.
* Apply, AB Malmo Batutstallning, Box 10 Kullavik, Gothenburg.

GENOA: INTERNATIONAL BOAT SHOW, CARAVAN AND CAMPING EXHIBITION – February 5-15.
* Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 17-28.
* Apply, 'Allt for Sjon' Fack, Storangsvagen 18, Stockholm No.

PARIS: SALON NAUTIQUE INTERNATIONAL DE PLAISANCE – May 18-30.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

Nuclear Energy

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR – September 8-14.
Apply, The Secretary, Nuclex 66, Basle 21.

Packaging

DUSSELDORF: 4TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) - May 12-18.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL BOTTLING EQUIPMENT AND ALLIED INDUSTRIES EXHIBITION – November 15-21.
† Apply, M. Caron, 3 rue La Boetie, Paris 8.

PARIS: INTERNATIONAL PACKAGING EXHIBITION – November 13-21.
† Apply, Salon de l'Emballage, 20 rue Carpeaux, Puteaux (Seine).

Photography

COLOGNE: WORLD FAIR OF PHOTOGRAPHY ("PHOTOKINA") – October 1-9.
Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

Plastics

PARIS: INTERNATIONAL PLASTICS AND RUBBER EXHIBITION (EUROPLASTIQUE) – May 20-30.
Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

UTRECHT: INTERNATIONAL PLASTICS FAIR (MACROPLASTIC) – October 19-26.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Printing, Stationery and Office Machinery

PARIS: BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – October 13-22.
* Apply, Salon de l'Equipement de Bureau, 6 Place de Valois, Paris 1er.

Scientific Instruments

BASLE: INTERNATIONAL CONGRESS AND EXHIBITION OF LABORATORY MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY – October 17-22.
Apply, Sekretariat, Ilmac, Basle, 21.

MUNICH: INTERNATIONAL EXHIBITION OF MEASURING INSTRUMENTS AND ELECTRONIC COMPONENTS (ELECTRONICA) – October 20-26.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Shop Equipment

DUSSELDORF: 'EUROSHOP 1966' EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY – June 11-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW (MATIC) –November 13-21.
* Apply, Salon de l'Equipement des Commerces, 42 rue du Louvre, Paris 1.

Sports

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 26-30.
* Apply, Foire de Grenoble, 1 Place Jacqueline-Marval, Grenoble.

PARIS: NATIONAL CAMPING, CARAVANING AND SPORTS EXHIBITION – April 16-May 2.
* Apply, 23 rue Notre-Dame-des-Victoires, Paris 2e.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 23-25.
* Apply, H. E. Melsom M.B.E., Room 229, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR AND FISHING EQUIPMENT EXHIBITION – October 29-31.
* Apply, Spodex, 149 rue St. Honore, Paris 1er.

Textiles and Clothing

PARIS: EUROPEAN MEN'S WEAR EXHIBITION – February 13-15.
* Apply, Promas, 8 Rue de Richelieu, Paris 1er.

BERLIN: FASHION WEEK – March 7-15.
* Apply, Industrie und Handelskammer zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – March 20-23.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

BERLIN: FASHION WEEK – April 13-22.
* Apply, Industrie und Handelskammer zu Berlin, Hardenbergstrasse 16-18, Berlin 12.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – April 16-21.
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris 2e.

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – April 22-24.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – April 24-27.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL MARCHE TEXTILE – May 23-26.
† Apply, Commissaire Generale, 10 rue d'Anjou, Paris 8e.

FRANKFURT: INTERNATIONAL TEXTILE EXHIBITION (INTERSTOFF) – June 7-10.
* Apply, Lep Transport Limited, Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 26-28.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

BERLIN: FASHION WEEK – September 5-13.
* Apply, Industrie-Und Handelskammer Zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – September 15-18.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 15-18.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

BERLIN: FASHION WEEK – October 10-21.
* Apply Industrie-Und Handelskammer Zu Berlin, Hardenbergstrasse 16-18, 1 Berlin 12.

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR – October 14-16.
* Apply, H. E. Melsom, M.B.E., Room 229, Abbey House, Victoria Street, London, S.W.1. (Tel. Sullivan 2134).

DUSSELDORF: INTERNATIONAL FASHION AND SALES WEEK (IGEDO) – October 23-26.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHES – November 5-11.
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris 2e.

Toys

PARIS: INTERNATIONAL TOY EXHIBITION – February 6-12.
Apply, Salon International du Jouet, 93 Rue de Turenne, Paris 3.

MILAN: INTERNATIONAL TOY FAIR – February 6-13.
* Apply, Secretary, Salone Internazionale del Giocattolo, Via Piatti 4, Milan.

NUREMBURG: INTERNATIONAL TOY FAIR – February 13-18.
* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

1967—Special

Leather, Footwear

PIRMASENS: SHOE AND LEATHER FAIR – April 22-27.
Apply, Messeamt der Staot Pirmasens, Danktlsbachstrasse, 19 Pirmasens.

Printing, Stationery, Office Machinery

DUSSELDORF: DRUPA 67 – INTERNATIONAL PAPER AND PRINTING EXHIBITION – May 26-June 8.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1. (Tel. Museum 9325).

Mr. Philip Appleyard (right), managing director of Ross Group's International Division, recently completed his millionth mile by air on company business, and was presented with a Million Miles Certificate by Mr. Douglas Gilbert (left), BOAC's Leeds manager. In the centre is Mr. H. L. Dring, the airline's Grimsby agent. Mr. Appleyard is only the fifth person to receive the award. He started his flying sales trips about ten years ago, has visited 50 countries, and last year covered a record 200,000 miles – believed to be more than any other British based sales director.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Italy and Japan

THE ITALIAN Minister of Foreign Trade announced on July 24 that a Protocol had been signed within the framework of the long-term agreement between Italy and Japan, by which Italy extends liberalization to imports from Japan of 26 items. These include meat, dairy products and cereals, printing machinery, cinema projectors, toys, silk worm cocoons; also a number of textile manufactures made of tulle, net and lace.

New or increased quotas are announced over a wide range of commodities, including ceramic manufactures, cutlery, engines and spare parts for motor vehicles, and textile and clothing manufactures other than those containing cotton – which remain at the previous level. The total value of the quotas is $10·2 million as compared with $6·6 million in 1964/5. Japan has opened new import quotas from Italy totalling $5·5 million. These include machinery (printing, sewing, typewriters) motor vehicles, woollen textiles, wine, and sporting rifles.

A list of the goods to be exchanged between the two countries is available and an English translation may be seen in Export Services Branch (Tariff Section) Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).

France and Israel

THE FRENCH *Moniteur Officiel du Commerce International*, of May 22, published details of the renewal, for a further year from January 1, 1965, of the commercial and financial agreement of December 5, 1961, between France and Israel .

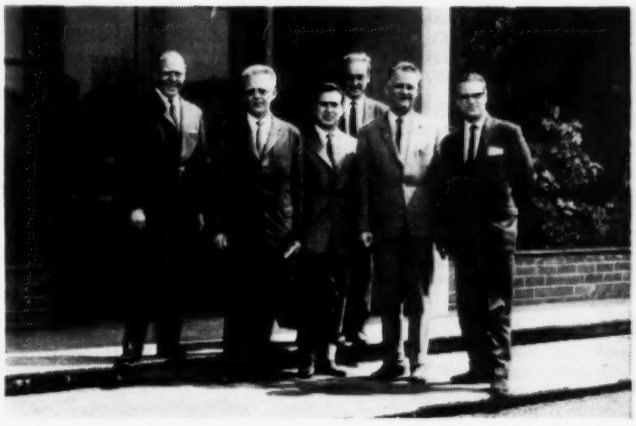
The full French text of this notice, including a list of quotas for the import of Israel goods into France, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Algeria and Ivory Coast

THE SIGNATURE on May 20, 1965, of a trade agreement between Algeria and the Ivory Coast has been announced in Abidjan. No text has been published but it is understood that the agreement, which is valid for one year and thereafter renewable by tacit agreement, is intended to restore the imbalance of trade (valued at about £8·7 million) between the two countries.

Ivory Coast exports to Algeria include coffee, cocoa, timber, manganese, palm oil, bananas, pineapples and canned tuna. Algerian exports to the Ivory Coast include some 65 items, notably dates, tinned fruits, wines, lorries, cement, crude and refined oil products, pumps, textiles, paper, hard wheat, tyres, tobacco products etc.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. quoting reference CRE 12515/G.



A party of technical experts from Strojimport, the foreign trade corporation for the import and export of machines and industrial plants to and from Czechoslovakia, recently visited Dobson and Barlow Ltd., the Bolton textile machinery firm. Seen here are (left to right) Mr. J. K. Fletcher, managing director of Dobson and Barlow Machinery Sales Ltd., Mr. J. Peterka, Mr. J. Slivka and Mr. Cernak of Strojimport, Mr. J. Howarth, the company's export sales manager, with Mr. A. Pilling, works manager of Dobson and Barlow Ltd., standing at the back.

Hints to businessmen visiting Argentina and Yugoslavia

REVISED editions of the booklets on Argentina and Yugoslavia have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

Three parties of Algerian engineers recently visited The English Electric Company's Industrial Actuator Department at Bradford, to study the operation and maintenance of the actuators and control equipment which English Electric is supplying for a pipeline project in Algeria. Being built by Constructors John Brown Ltd., the 500-mile pipeline will carry crude oil between Haoud el Hamra and Arzew where the control stations at which the engineers will work are located. A party is seen above dismantling two of the types of actuator which will be used.

ANGOLA

(168/65) Structural Steelwork for La Junta Autonoma de Estradas de Angola. September 24. E.S.B. 21034/65.*

ARGENTINA

(170/65) Aircraft for Argentine National Gas Undertaking. September 30. Tender documents (in Spanish) available. E.S.B. 30925/65.*

(171/65) Geophysical Model for Directorate of Port Construction and Navigable Rivers. (Further Information.) E.S.B. 29500/65.

AUSTRALIA

(167/65) Unloaders for Maritime Service Board of N.S.W. (Further Information.) Closing date postponed to September 20. E.S.B. 21574/65.

(167/65) V.H.F. Equipment for Postmaster-General's Department, Melbourne. September 28. E.S.B. 30206/65.*

Western Australian Government Tender Board:

(168/65) Power Station Project. (Further Information.) E.S.B. 6005/65.

(170/65) Transformers. Closing date postponed to October 21. E.S.B. 25854/65.*

(170/65) Construction of Chemistry Research School for Australian National University, Canberra. September 21. E.S.B. 30700/65.

BURMA

(170/65) Oil for People's Oil Industry. (Further Information.) E.S.B. 30642/65.

CEYLON

(171/65) Electrical Goods for Gal Oya Development Board. September 17. E.S.B. 30988/65.

(171/65) Air-Conditioning Plant for Ministry of Land, Irrigation and Power. October 12. E.S.B. 30991/65.

(171/65) Injections Etc. for Ministry of Health. November 16. E.S.B. 30993/65.*

COLOMBIA

(170/65) Transformers for Empresa de Energia Electrica de Bogota. (Further Information.) Tender documents now available E.S.B. 30359/65.*

COSTA RICA

Caja Costarricense de Segura Social:

(171/65) Hospital and Surgical Equipment. September 16. E.S.B. 30986/65.*

(171/65) Hospital and Surgical Equipment. September 20. In Spanish. E.S.B. 30987/65.

(171/65) Electrical Equipment and Accessories for El Instituto Costarricense de Electricidad. September 23. In Spanish. E.S.B. 30984/65.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(170/65) Porcelain Basins. October 12. E.S.B. 30935/65.

(170/65) Railway Tyres. September 29. E.S.B. 30934/65.

FORMOSA

Central Trust of China:

(171/65) Laboratory Supplies. September 23. E.S.B. 30944/65.*

(171/65) Yarding Accessories. September 21. E.S.B. 31003/65.*

(171/65) Rails. September 27. E.S.B. 30982/65.*

(171/65) Cigarette Making Machine. September 27. E.S.B. 31001/65.*

(171/65) Carbon Separator. September 20. E.S.B. 30945/65.*

(171/65) Drilling and Boring Machine. September 21. E.S.B. 30949/65.*

(171/65) Motor Cycles. September 16. E.S.B. 30938/65.*

(171/65) Insulation Oil Tester. September 18. E.S.B. 30946/65.*

(171/65) Electronic Equipment. September 22. E.S.B. 30980/65.*

(*Continued on page 528*)

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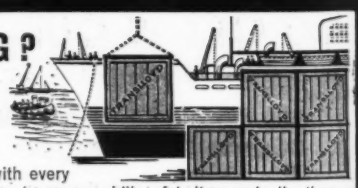

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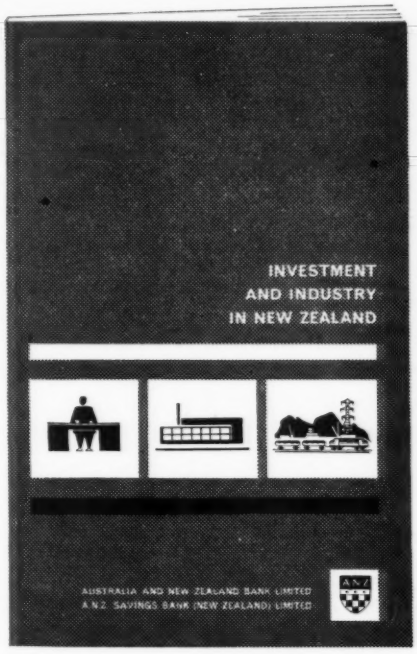

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(170/65) Tools. September 20. E.S.B. 30950/65.*
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(170/65) Packing Materials. September 21. E.S.B. 30976/65.*
(170/65) Twist Asbestos Yarn. September 21. E.S.B. 30978/65.*
(170/65) Packing Materials. September 20. E.S.B. 30977/65.*
(170/65) Packing. September 21. E.S.B. 30979/65.*
(170/65) Packing. September 22. E.S.B. 30981/65.*

GREECE

(168/65) Equipment for Food Processing Plant for Agricultural Bank of Greece. (Further Information.) Closing date postponed to October 15. E.S.B. 25983/65.*

ICELAND

(167/65) NATO – Structural Steel and Pipeline accessories, pre-fabricated buildings, electrical equipment for POL Pier for Iceland Prime Contractor. Apply by October 1. E.S.B. G.D. 1347/65.

INDIA

Controller of Stores and Purchase:
(168/65) Circuit Breakers. September 27. E.S.B. 30656/65.
(168/65) Transformers. September 30. E.S.B. 30657/65.
(168/65) Electrical Equipment. October 6. E.S.B. 30658/65.
(169/65) Tube Fittings for Atomic Energy Establishment. (Further Information.) Tender documents now available. E.S.B. 30055/65.*
(167/65) Pillow Blocks for Beas Purchase Organization. October 11. E.S.B. 30650/65.*
Director-General, Supplies and Disposals:
(168/65) Spring Testing Machines. October 7. E.S.B. 30669/65.*
(170/65) Lead Sleeves. October 8. E.S.B. 30932/65.*
(168/65) Metal Sheets for Indian Telephone Industries Ltd. (Further Information.) Tender documents now available. E.S.B. 29731/65.*
(168/65) Gates for Madras State Electricity Board. (Further Information.) Tender documents (with drawings) available. E.S.B. 29732/65.*

IRAN

(168/65) Hand-Lifters for Ministry of Economy. September 21. E.S.B. 30589/65.*
Ministry of Posts, Telegraph and Telephones:
(170/65) Motor Generators. (Further Information.) Reissue of Tender. Closing date now October 23. E.S.B. 10389/65.*
(170/65) Teletype Ribbons. September 28. E.S.B. 30928/65.*

IRAQ

(169/65) Plasma for General Drug and Chemicals Imports and Distribution Co. September 30. E.S.B. 30906/65.
(170/65) Canal Construction for Ministry of Agrarian Reform. November 15. Tender documents now available for loan. E.S.B. 30907/65.
Ministry of Defence:
(170/65) Battery Materials. (Further Information.) Reissue of Tender. Closing date now October 5. Tender documents now available. E.S.B. 19319/65.*
(170/65) Dry Battery Parts. (Further Information.) Closing date postponed to October 19. E.S.B. 19323/65.*
(170/65) Dry Battery Materials. Closing date postponed to October 16. E.S.B. 19324/65.*
(171/65) Battery Material. (Further Information.) Closing date postponed to October 12. E.S.B. 19317/65.*
(170/65) Water Supply Project. September 18. E.S.B. 30911/65.
(170/65) Electrical Materials. October 19. E.S.B. 30913/65.
(170/65) Machine Tools and Accessories. October 5. E.S.B. 30905/65.*
(171/65) Helmets. (Further Information.) Closing date postponed to September 21. E.S.B. 15924/65.
Ministry of Municipal and Rural Affairs:
(171/65) Electric Lamps for Street Lighting. (Further Information.) Tender documents now available. E.S.B. 30049/65.*
(170/65) Water Tank. December 2. E.S.B. 30908/65.
(170/65) Open Wire Equipment for Posts, Telegraphs and Telephones Administration. December 14. E.S.B. 30910/65.

JORDAN

(167/65) Dam Construction for Central Water Authority. (Further Information.) E.S.B. 9942/65.

KUWAIT

Central Tenders Committee:
(166/65) Electrical Equipment. September 25. E.S.B. 30378/65.*
(166/65) Switchgear. September 25. E.S.B. 30381/65.

LEBANON

(169/65) Tranmission for L'Administration des Adjudications Publiques. (Repeat of Tender.) Closing date now October 2. E.S.B. 14672/65.*

LIBYA

(170/65) Power Equipment for Electricity Corporation of Tripolitania. September 25. E.S.B. 30943/65.
(170/65) Electrical Installations for Ministry of Communications. October 18. E.S.B. 30941/65.
(170/65) Constructional Project for Public Works Department. September 20. E.S.B. 30942/65.

MOZAMBIQUE

(167/65) Distribution Network for Electricity Autonomous Services. September 15. E.S.B. 30630/65.

NEW ZEALAND

General Post Office:
(171/65) Cloth. September 27. E.S.B. 31009/65.*
(168/65) Locks. September 22. E.S.B. 30685/65.*
(168/65) Padlocks. September 24. E.S.B. 30686/65.*
(171/65) Testers. September 27. E.S.B. 31010/65.*
(171/65) Textile for Ministry of Works. September 24. E.S.B. 31008/65.*

PAKISTAN

(168/65) Engineering Consultant for East Pakistan Railway Board. September 30. E.S.B. 30680/65.*

PHILIPPINES

(167/65) Constructional Project for U.P. College of Agriculture. (Pre-Qualification.) Closing date not known. E.S.B. 30635/65.*

RHODESIA

Government Tender Board:
(170/65) X-ray Equipment. September 16. E.S.B. 30921/65.*
(170/65) Tape Recorder System. October 14. E.S.B. 30916/65.*
(170/65) Railway Wagons for Rhodesia Railways. (Further Information.) Tender documents now available. E.S.B. 30027/65.*

SOUTH AFRICA

(170/65) Power Equipment for South African Iron and Steel Industrial Corporation. October 6. E.S.B. 30953/65.*
(169/65) Cable for South African Railways, Johannesburg. September 24. E.S.B. 30902/65.*
State Tender Board:
(171/65) Portable Electric Drills. September 21. E.S.B. 30958/65.
(171/65) Cinema Projectors and Screen. September 16. E.S.B. 30963/65.*
(170/65) Printers' Machinery. September 24. E.S.B. 30955/65.*
(171/65) Universal Meters. September 24. E.S.B. 30960/65.*
(171/65) Milk Testing Equipment. September 27. E.S.B. 30972/65.*
(171/65) Power Head; Diesel Engine. September 16. E.S.B. 30961/65.*
(171/65) Cloud Measurement System. September 20. E.S.B. 30969/65.*
(171/65) Machine Tools. September 16. E.S.B. 30970/65.*
(171/65) Laboratory Equipment. September 24. E.S.B. 30971/65.*

SPAIN

(167/65) T.V. Equipment for Dirrection General de Radiodifusion y Television. (Advance Information.) Closing date to be announced later. E.S.B. 30673/65.
Ministerio de Aire:
(167/65) Airport Terminal Stations; Batteries. (Advance Information.) Closing date to be announced later. Tender documents now available for loan. E.S.B. 30672/65.
(168/65) Truck Cranes; Refrigerated Trailers. October 14. E.S.B. 30357/65.

SUDAN

(168/65) Waterworks Plant for Central Electricity and Water Administration. (Further Information.) Tender documents now available from Sudan Government, 3-5 Cleveland Row, London, S.W.1. E.S.B. 29790/65.*
Sudan Railways:
(170/65) Steelwork. (Further Information.) E.S.B. 30372/65.*
(168/65) Lubricating Oil. September 16. E.S.B. 30676/65.*

TANZANIA

(170/65) Shoes for Central Tender Board. (Further Information.) Tender documents now available. E.S.B. 30383/65.*

TURKEY

(168/65) Marine Equipment for Deniz Kuvvetleri Komutanligi. September 30. E.S.B. 30647/65.*

UNITED STATES OF AMERICA

(170/65) Switchboards for U.S. Army Engineer District, Walla Walla, Washington. September 16. E.S.B. 30962/65.*

ZAMBIA

(170/65) Generating Equipment for Central Supply and Tender Board. September 24. Tender documents now available for loan. E.S.B. 30926/65.
(167/65) Cable Loading Coils for Republic of Zambia Central Supply and Tender Board. September 17. E.S.B. 30637/65.*

Agency and export opportunities, market surveys, etc.

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The number in brackets indicates the Bulletin in which published.

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Algeria
(168/65) Inquiry for agricultural chemicals. E.S.B. 30297/65.

Australia
(169/65) Inquiry for industrial electrical equipment. E.S.B. 29959/65.
(168/65) Inquiry for pumps for the food and chemical industry. E.S.B. 30190/65.
(167/65) Inquiry for generators. E.S.B. 30155/65.
(169/65) Inquiry for marine equipment and ships' machinery; mining machinery; power generation equipment; water supply equipment. E.S.B. 30476/65.
(167/65) Manufacture under Licence – dairy plant and equipment. E.S.B. 30463/65.

Austria
(168/65) Agency inquiry for furnishing fabrics. E.S.B. 30545/65.

Bahamas
(170/65) Inquiry for construction kits; handkerchiefs; table mats. E.S.B. 30814/65.
(167/65) Inquiry for antiques; baby items; clothing; knitwear; linens; pipes; toys. E.S.B. 30447/65.

Bahrain
(167/65) Agency inquiry for dresses; perfumes; toilet articles etc. E.S.B. 30464/65.

Belgium
(170/65) British Exports Promotion. C.R.E. 4645/G.

British Honduras
(168/65) Agency inquiry for bicycles; vacuum flasks. E.S.B. 26084/65.

Canada
(168/65) Agency inquiry for cotton and woollen piece-goods. E.S.B. 30413/65.
(170/65) Agency inquiry for confectionery; gift items; novelties. E.S.B. 30873/65.
(167/65) Inquiry for core blowing machine. E.S.B. 29508/65.
(168/65) Inquiry for confectionery. E.S.B. 30241/65.
(169/65) British Store Promotion. E.S.B. 27610/65.

Ceylon
(167/65) Inquiry for consultants for fisheries harbour construction. E.S.B. 28347/65.

Colombia
(170/65) Inquiry for compressors. E.S.B. 15367/65.
(168/65) Inquiry for abattoir plant and equipment. E.S.B. 29584/65.
(167/65) Bogota International Trade Fair. G.D. 6478/G.

Congo Republic
(170/65) Inquiry for potash hoisting equipment. E.S.B. 30834/65.

Costa Rica
(170/65) Inquiry for compressors. E.S.B. 31102/65.

Ethiopia
(170/65) Inquiry for soaps factory. E.S.B. 30440/65.

Fiji
(169/65) Agency inquiry for glass bottles; navigation instruments; sanitary fittings; twine. E.S.B. 5387/65.

Finland
(169/65) Agency inquiry for piece-goods. E.S.B. 30708/65.
(170/65) Agency inquiry for screw compressors. E.S.B. 30842/65.

France
(167/65) Manufacture under Licence – chemical products. E.S.B. 30140/65.
(167/65) Commercial Celebration. G.D. 7590/G.

Germany, Federal Republic of
(170/65) Agency inquiry for furnishing fabrics. E.S.B. 9117/65.
(167/65) Inquiry for glass-wool. E.S.B. 29665/65.
(171/65) Inquiry for steel billets. E.S.B. 30850/65 and E.S.B. 30849/65.

Greece
(167/65) Agency inquiry for office equipment. E.S.B. 29928/65.

India
(169/65) Inquiry for industrial machinery and plant. E.S.B. 29998/65.

Italy
(167/65) Agency inquiry for giftware. E.S.B. 30259/65.

Jamaica
(167/65) Agency inquiry for gift items; novelties. E.S.B. 30471/65.
(167/65) Inquiry for spare parts for vehicles. E.S.B. 30429/65.
(167/65) Inquiry for raffia straw. E.S.B. 30417/65.
(168/65) Inquiry for boilers. E.S.B. 30456/65.

Japan
(168/65) Inquiry for machinery for respraying cars; welding apparatus. E.S.B. 30450/65.

Jordan
(168/65) Inquiry for steel plant. E.S.B. 28806/65.

Lebanon
(167/65) Agency inquiry for clothing; furnishing fabrics. E.S.B. 30405/65.

Malagasy Republic
(170/65) Inquiry for cement; corrugated iron sheets; steel rods and wire ropes; tinplate. E.S.B. 30734/65.

Malta/Yugoslavia
(171/65) Trade Agreement. C.R.E. 10979/G.

Netherlands
(168/65) Inquiry for equipment for chemical industry. E.S.B. 30556/65.

New Zealand
(170/65) Agency inquiry for dress fabrics. E.S.B. 31151/65.

Nigeria
(168/65) Agency inquiry for printers' supplies and equipment. E.S.B. 30564/65.

Pakistan
(168/65) Agency inquiry for aircraft equipment and supplies; automotive parts; cranes; dredges; navigational equipment electronic, radar and testing equipment. E.S.B. 29674/65.

Part of a monthly consignment of power supplies leaving the APT Electronic Industries works at Byfleet, en route to Standard Radio and Telefon A/B in Sweden. APT recently obtained orders totalling £91,000 from the Swedish company.

Part of an initial shipment of Charles Kinloch's 'Liquid Sunshine' rum for Moscow being loaded aboard the M.S. 'Baltic Sprite' at Surrey Commercial Docks. The order was obtained by Saccone & Speed Ltd., the Courage subsidiary, from Prodintorg, the Moscow State Buying Organization. The 'Baltic Sprite' is owned by the United Baltic Corporation.

(170/65) Collaboration – gum processing. E.S.B. 30554/65.

Peru
(170/65) Agency inquiry for cabinet-making accessories; radio components; vehicle spares and equipment. E.S.B. 30809/65.
(169/65) Agency inquiry for English gin. E.S.B. 30808/65.

Philippines, Republic of
(169/65) Inquiry for glass and china ware; household utensils; toys; men's and women's wear. E.S.B. 30563/65.

Portugal
(170/65) Agency inquiry for paper and cardboard. E.S.B. 30819/65.

Rwanda
(170/65) Inquiry for hand tools; khaki drill; plastic and glassware; shirts; sugar; tyres; whisky. E.S.B. 30789/65.

Saudi Arabia
(170/65) Inquiry for cranes. E.S.B. 31128/65.

Singapore
(168/65) Inquiry for machinery for the production of bicycles. E.S.B. 21946/65.

South Africa
(170/65) Inquiry for pre-recorded tapes; radio and amplifying equipment; turntables. E.S.B. 30475/65.

Spain
(168/65) Inquiry for building materials; machinery and accessories. E.S.B. 30422/65.

Sweden
(168/65) Agency inquiry for screws. E.S.B. 30513/65.
(170/65) Inquiry for measuring and testing equipment. E.S.B. 30587/65.

Switzerland
(168/65) Agency inquiry for electro-technical components. E.S.B. 30437/65.
(169/65) Agency inquiry for desk accessories; stoneware. E.S.B. 30785/65.
(170/65) Agency inquiry for knitwear; rainwear; sportswear. E.S.B. 28099/65.

Turkey
(170/65) Agency inquiry for workshop machinery. E.S.B. 29991/65.
(169/65) Inquiry for plant for the production of oil. E.S.B. 30709/65.
(170/65) Inquiry in respect of vegetable oil mill expansion. E.S.B. 30782/65.
(169/65) Inquiry for fruit processing plant. E.S.B. 30783/65.

United States of America
(168/65) Inquiry for anoraks; sleeping bags. E.S.B. 30278/65.
(168/65) North American Department Store Buyers visit London. E.S.B. 1551/65.
(170/65) Inquiry for clothing. E.S.B. 30406/65.
(168/65) Visit of Buyers. E.S.B. 6377/65.
(167/65) Inquiry for gloves, headwear, scarves. E.S.B. 30415/65.
(169/65) Inquiry for balloons; haberdashery; lamps; plugs; tacks and pins. E.S.B. 30490/65.

Yugoslavia
(168/65) Economic Reforms. C.R.E. 911/G/4.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses was given on pages i-viii of the Board of Trade Journal, *August* 27, 1965.

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Meter provers for Kharg Island

The Electro Mechanical Division of Gloster Equipment Ltd., a Hawker Siddeley company, have recently completed an order worth over £65,000 for four 24in. diameter uni-directional meter provers for the Kharg Island installation of Iranian Oil Exploration and Producing Company.

Pump firm launches own export drive

An order for supplying centrifugal process pumps worth £8,000 to Unilever Emery, Holland, has been won by the British LaBour Pump Company Ltd., London, N.7. The company state that the order is one of many resulting from an 'all-out' drive on overseas sales recently launched by the company – in spite of the fact that direct and indirect exports were currently running at almost half total production.

Filters for Australia

A British filter manufacturer, John C. Carlson Ltd. of the Birfield Group, has received orders worth £50,000, the result of a sales visit to Australasia by Mr. G. Osgood, managing director of the company and of its sister company, Carlson-Ford Sales Ltd. One order was from Carlton and United Breweries Ltd., Melbourne, Australia's largest brewing group, for the conversion of sheet filters used in keg beer production to take stainless steel instead of aluminium alloy filter plates. The order, which is part one of a two-stage operation, involves the supply of 1,440 60-cm stainless steel filter plates by April 1966. This order follows the success of previous Carlson installations which have increased throughputs by 40 to 80 per cent.

Other orders obtained during Mr. Osgood's visit cover the supply of 40 cm filters equipped with stainless steel filter plates, for delivery to wineries, distilleries and to pharmaceutical concerns.

Flash evaporation in Australia

The Australasian branch of Woodall-Duckham Construction Company Ltd., at Melbourne has received an order through Kaiser Engineers and Constructors Inc. of California for the detailed design, procurement and construction of a multiple flash evaporation plant and a heat recovery plant for caustic spent liquor. These units will form part of the multi-million pound alumina plant to be built at Gladstone for Queensland Alumina Ltd. The value of the contract is approximately £A1.5 million.

Computer aids firm's exports

Cussons (International) Ltd., are speeding up exports of soap and other toiletries from their Manchester factory with the aid of a £52,000 computer. The company used to employ several people to cope with the large volume of calculations and the preparation of orders and invoices involved in exporting. Now, with the introduction of an ICT 1300 computer, more than half the staff previously employed on this work has been released for other work within the company.

'Not only have we speeded up deliveries to our 120 or more overseas markets', state Cussons, 'but the computer gives us more detailed information than previously available, such as the profitability of sales of any of our lines in any territory at very short notice.'

Since the war, Cussons have increased their overseas sales ten-fold.

Cables for Ghana

Aberdare Cables Limited, Glamorgan, have supplied the Ghana Supply Commission with 200 miles of HDBC (hard drawn bare copper) strand for use on overhead lines. The contract, valued at £54,000, was placed by Euro-Export Limited.

Patrol boats for Kuwait

The Government of the State of Kuwait has placed an order with John I. Thornycroft and Co., Limited, for the building of two patrol boats at their Woolston Works, Southampton. These craft have been specially designed for operational patrol duties in the Arabian Gulf, being based and maintained at Kuwait.

£6,000 export order for Zambia

GEC (Lamps and Lighting) Ltd., through its associate company the British General Electric Company of Central Africa (Pvt.) Ltd., has won a contract valued at over £6,000 for lighting fittings for the new Parliament Buildings, Lusaka, Zambia. The equipment includes quartz iodine floodlights, post-top lanterns, steel street lighting columns, lamps and interior and exterior fittings.

Motor accessories for Finland

Ward Brothers Pressings Ltd., Birmingham motor accessory manufacturers, are concluding negotiations to sell their complete range of products in Finland. The Rymaco company of Helsinki has been appointed sole distributor for the whole country. Products ordered for Finland include car lamps, wheel trims, mudflaps and anti-theft locks.

£2¾ million shipbuilding contracts

John Readhead Sons, South Shields, announce that they have won export shipbuilding contracts worth over £2¾ million. The company has contracted to build two bulk carriers, the first of 21,000 tons deadweight, for The Somerston Shipping Co. Ltd., Bermuda; and the second of 22,750 tons deadweight for A/S Det Dansk-Franske Dampskibsselskab, of Copenhagen.

Readheads say that they have won these contracts in the face of the keenest competition, both from other British yards and from Japan. Commenting on the orders, Mr. G. H. R. Towers, chairman and managing director, said: 'We have recently been building up and greatly expanding our connections overseas, both through sending our own personnel abroad and also through the company's London-based sales organization'. Remarking that cheaper credit terms at present available in this country for attracting export work had had a definite influence on the placing of the contracts in Britain, Mr. Towers said:

'The credit terms have helped us considerably. We have, however, taken these ships at very keen prices, and delivery dates were important. The first ship is for handing over in December next year and the second in the following May. If we had not been able to put forward these deliveries we may not have won this valuable work. Our building schedule is tight, but it is absolutely vital that we meet our dates if we hope to maintain our reputation for delivering really high-class ships on time. Future goodwill depends on it, and it is up to us all in the company to pull together to ensure that we do so.'

Mexican order for liquid gas carrier

Hawthorn Leslie (Shipbuilders) Ltd. announce that they have received an order from Petroleos Mexicanos (Pemex) for a liquefied gas carrier capable of carrying about 7,600 tons of ammonia in a refrigerated state. The main engine will be of the Sulzer type, manufactured by Hawthorn Leslie (Engineers) Ltd. The order is believed to be worth between £1½ million and £2 million, and delivery is to be made by the end of 1967.

Export boost for 'unique' polythene bag

Colodense Limited, Bristol, converters of flexible packaging materials have granted licenses to manufacture their patent 'Chokatop' draw-string type polythene bag to Celorey SA. of Monterrey, Mexico, and to Celloprint Aktiebolag of Landskrona, Sweden. The bag, invented by Mr. Bruce Samways, technical director of Colodense Ltd., is produced in one operation with the draw-string built-in during manufacture. Launched in 1963 it has already proved a great success both in this country and abroad. Licensing agreements to produce the bag overseas have already been signed with Danish and Norwegian manufacturers.

Orders for heating equipment

United Air Coil Ltd., Broadstairs, Kent, have announced recent export orders for their heating and cooling equipment of approximately £11,500. Air heaters, to a value of £6,000 are being supplied for a weaving mill which is to be built in Rumania. UAC have also supplied heating and cooling equipment for an Air Ministry contract in Bahrein. The equipment will cost £2,500. Special coolers will be supplied by UAC for the new International Airport in Kuwait. The value of these coolers is £3,000.

Colour visual systems for American airlines

General Precision Systems Ltd., Aylesbury, is supplying a colour visual system for attachment to the Boeing 727 and BAC 1-11 simulators ordered by American Airlines from General Precision Inc. The visual system, designed and manufactured by GPS, is based upon the use of a Marconi colour camera viewing the surface of a 2,000 : 1 three dimensional model constructed on an endless band, the resulting picture is then projected from a three-tube projector onto a screen in front of each simulator pilot's windshield.

Stainless steel tubes for Canada

T. I. Stainless Tubes Ltd., Oldbury, Birmingham, and its Canadian associate Standard Tube & T. I. Ltd., have successfully joined forces to obtain a large export order for stainless steel tubes – despite intense efforts by German and Japanese competitors.

The order, worth more than $ Canadian 105,000 covers the supply of 31 tons of tube in lengths ranging from 22ft. to 43ft.

World-wide engineering exports

Stothert and Pitt Ltd., Bath, report that orders approaching £1 million, of which 49 per cent was for export, have been received by their crane and deck machinery, pump and construction equipment divisions during June. The export orders were received from 19 countries.

Canary Islands export order

Henry Simon Ltd., Stockport, are to supply a Simon-Swift 87in. corrugator to Cartonajes Internacional de Canarias. This company has been formed by associating local interests with the International Paper Company, United States. The corrugator will be installed by Simon engineers at a new factory situated near Las Palmas in the Canary Islands.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the **Board of Trade Journal** *of August 27. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of August 27 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Irish linen for New York

Mr. Geoff Charlesson, of Ross Bros. Ltd., Belfast, will be visiting New York on September 30 for two or three weeks. The purpose of his visit is to see all his company's retail customers for Irish linen damask tablecloths and napkins.

BNEC deputy chairman visits Canada

Mr. Derek Pritchard, deputy chairman of the British National Export Council, flew to Canada on August 25 for a routine visit in the course of which he will be visiting Toronto, Montreal and London, Ontario. He will also be having meetings with trade associations, the British Canadian Trade Association, and others concerned in Anglo-Canadian trade.

Study tour of European industrial research methods

A study group composed of representatives of the British Industrial Research Associations, the Confederation of British Industry and the Ministry of Technology began a series of visits to European countries on August 26 in Copenhagen. The question of organizing co-operative industrial research in Denmark was discussed together with the way in which the Government/industry partnership works. The study group was led by Dr. N. F. Astbury, Chairman of CDRA and Director of British Ceramic Research Association. Other members were: Dr. D. W. Hill, Director of the Shirley Institute; Dr. D. Sharp, Technical Director, CBI; Dr. A. B. Hammond, Ministry of Technology; and Mr. E. N. Greer, Research Association of British Flour Millers (study group secretary).

Carpet sales tour

Mr. J. R. Hone, assistant export manager of John Crossley & Sons Ltd., carpet manufacturers, of Halifax, flew to Malta on August 25. After a general tour of Malta, Italy and Switzerland, Mr. Hone will return to this country on September 15.

One of the first British business houses to acquire a Hawker Siddeley 125 jet business aircraft is BSR Ltd., the £6 million group which manufactures sound recording equipment. Recently Dr. D. M. McDonald, the company's chairman, and a party of his colleagues flew to New York, making the first trans-Atlantic business journey by an HS. 125 twin-jet aircraft. The flight, which included stops in Iceland, Greenland and Labrador, was completed within the day. Both Dr. McDonald's BSR gramophone record changers and the HS. 125 in which he flew are important parts of the British export drive. Some 65 per cent of BSR sales are overseas, with the United States as the most important customer. Of the 67 confirmed sales of the HS. 125 jet, 44 are for export, with 33 of this number going to the United States and Canada.

Rapid tour of United States

Mr. D. C. B. Winch, managing director of Amalgamated Asphalte Companies Limited (AMASCO), and Mr. D. W. Pemberton, contracts manager of the Built-up Roofing and Decking Department of that company, have just returned from a rapid but extensive tour of the United States. They were studying American techniques in roof waterproofing and decking.

In a little over two weeks, they visited New York, Los Angeles, San Francisco, Denver, Chicago and Washington D.C., where they had discussions with American Government roofing experts.

INDEX INQUIRIES

Inquiries about the detailed contents of the **Journal** *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

Travelling export merchants

Mr. J. A. Summers, assistant manager of A. Ronai Ltd., London, is visiting Libya and Malta during September. A Ronai Ltd., are travelling export merchants and claim to represent over 200 British manufacturers.

Mission to Finland

A Businessman's Mission organized by the London Chamber of Commerce will leave for Finland on September 18. The leader of the Mission will be Brigadier B. Chichester-Cooke.

The 23-man mission will be representative of the chemical, textile, foodstuffs and engineering industries. Members will spend the greater part of their stay in meeting individually their Finnish counterparts for business discussions. They will also visit the Finnish Industries Fair in Helsinki, and meet representatives of major trade associations. During this visit the mission hope to see something of the achievements of Finnish industry and to examine the possibilities of British participation in Finnish production, through the export of components or 'know-how'.

The mission will return to London on September 23.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. " . . . *essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.* Monthly **3s. 6d.** (by post 3s. 11d.). Annual subscription **£2 7s.** including postage.

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HMSO

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NIGERIA

Customs tariff amendments

THE FIRST and Second Schedules to the Nigerian Customs Tariff are amended by the Customs Tariff (Duties and Exemptions) (No. 3) Order, 1965, as below, and became effective from August 19, 1965.

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Amendment
	FIRST SCHEDULE IMPORT DUTIES	
25.23	Portland cement, ciment fondu, slag cement, super-sulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:	
	A	*Delete* the rate of duty and *substitute* 'the ton £0 15s. 0d.'
	B (2)	*Delete* the rate of duty and *substitute* 'the ton £4 0s. 0d. or 66⅔% per centum
27.01/04		*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute*' Coal (including briquettes, ovoids and similar solid fuels manufactured from coal): lignite (whether or not agglomerated); peat (including peat litter), whether or not agglomerated: coke and semi-coke of coal, of lignite or of peat: A. Coke and semi-coke of coal, of lignite, or of peat – Free. B. Other – 33⅓%.
28.01/58	Chemical elements, inorganic chemical compounds, and other products specified in Notes 1 and 2 to this Chapter:	
	B	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty,' and *substitute*, respectively, 'Sodium Hydroxide (caustic soda)' and 'the hundredweight £3 0s. 0d.'
29.01/45	Organic compounds and other products mentioned in Note 1 to this Chapter C (1)	*Delete* the rate of duty and *substitute* '50%.'
33.01	Essential oil (terpeneless or not); concretes and absolutes; resinoids:	
	B (1)	*Delete* the rate of duty and *substitute* '50%.'
33.02/04	Terpenic by-products of the deterpenation of essential oils; ... or other industries:	
	B (1)	*Delete* the rate of duty and *substitute* '50%.'
39.01/06	Artificial resins (including run gums and ester gums) and artificial plastic materials; ... linoxyn:	
	A	*Delete* the rate of duty and *substitute* '75%.'
39.07	Articles of materials of the kind described in heading No. 39.01/06:	
	F	*Delete* the rate of duty and *substitute* '75%.'
40.01/02	Rubber latex, natural or synthetic (including mixtures thereof), prevulcanized or not; ... derived from oils	*Delete* the rate of duty and *substitute* '66⅔%.'
40.03/04	Reclaimed rubber; waste and parings of unhardened rubber, scrap of unhardened rubber, fit only for the recovery of rubber; ... unhardened rubber	*Delete* the rate of duty and *substitute* '66⅔%.'
40.05	Plates, sheets and strip, of unvulcanized natural or synthetic rubber, other than smoked sheets and crepe sheets of heading No. 40.01/02; ... master batch. .	*Delete* the rate of duty and *substitute* '66⅔%.'
40.06	Unvulcanized natural or synthetic rubber, including rubber latex, in other forms or states (for example, rods, tubes and profile shapes, solution and dispersions); ...rings and discs.	*Delete* the rate of duty and *substitute* '66⅔%.'
40.11	Rubber tyres, tyre-cases, interchangeable tyre treads, inner tubes and tyre flaps, for wheels of all kinds:	
	A (4)	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and substitute '(4) Other cases and tubes and flaps therefor: (a) Cases, the pound £0 2s. 0d. or 50%. (b) Other, 20%.
41.02/08		*Delete* all the expressions from 'Leather (including chamois-dressed leather' to '66⅔%' in the columns 'Tariff Description' and 'Rate of Duty' and substitute 'Leather (including chamois-dressed leather, parchment-dressed leather, patent and imitation leather, and metallized leather, 66⅔%.'
41.10		*Delete* all the expressions from 'Composition leather in slabs, in sheets or in rolls' to '66⅔%' in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* 'Composition leather in slabs, in sheets or in rolls, 66⅔%.'
55.07/09	Woven fabrics of cotton:	
	C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and substitute 'C. Printed . . . the square yard £0 4s. 0d., or 50%, 'D. Imported for use exclusively for the production of umbrellas by a manufacturer approved in that behalf by the Minister, 33⅓%' and 'E. Other: (1) Plain weave, unbleached but not mercerized, dyed or otherwise processed . . . the square yard £0 1s. 3d., or 33⅓%' '(2) Other . . . the square yard £0 2s. 0d., or 40%.'
57.09/12	Woven fabrics of hemp, of jute or of other vegetable textile fibres; woven fabrics of paper yarn:	
	C.	*Delete* all expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* the following: 'C. Imported for use, exclusively, for the manufacture of umbrellas by a manfuacturer approved in that behalf by the Minister, 33⅓% and 'D. Other . . .40%.'
59.03	Bonded fibre fabrics and articles of bonded fibre fabrics, whether or not impregnated or coated:	
	B.	*Delete* the expressions in the columns Tariff Description' and 'Rate of Duty' and *substitute*: 'B. Towels: (1) Of an area greater than one-third of a square yard, the square yard £0 4s. 0d. or 50%. (2) Other . . . 50%.
60.01	Knitted or crocheted fabric, not elastic or rubberized:	
	A	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'A. Interlock fabric . . . the pound £0 5s. 3d. or 50%.'

The Caxton Press (West Africa) Ltd., a member of the McCorquodale international printing group, is building a 6,000 sq. ft. extension to its works at Ibadan, to cope with continually increasing business. The company is the only firm of book printers and binders in Nigeria. A financial interest in the company is held by the Government of the Western Region. This picture shows the office building in the foreground and the single storey building used for process work.

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Amendment
60.01	Knitted or crocheted fabric, not elastic or rubberized: B	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. Other . . . the square yard £0 2s. 0d. or 40%.'
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberized: B (3)	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute:* 'B. (3) Towels and face cloths: (a) Of an area greater than one-third of a square yard . . the square yard £0 4s. 0d. or 50%. (b) Other . . . 50%.
62.02	Bed linen, table linen, toilet linen, and kitchen linen; curtains and other furnishing articles: A	*Delete* the expressions in the columns 'Tariff Description:' and 'Rate of Duty' and *substitute* 'A Towels: (1) Of an area greater than one-third of a square yard . . the square yard £0 4s. 0d. or 50%. (2) Other, 50%.'
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material: B	*Delete* the rate of duty and *substitute* 'the pair £0 10s. 0d. or 50%.'
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material: C	*Delete* the rate of duty and *substitute* 'the pair £1 5s. 0d. or 50%.
64.02	Footwear with outer soles of leather or composition leather; . . . plastic material: B	*Delete* the rate of duty and *substitute* 'the pair £0 10s. 0d. or 50%.'
64.02	Footwear with outer soles of leather or composition leather; . . . plastic material: C	*Delete* the rate of duty and *substitute* 'the pair £1 5s. 0d. or 50%.
64.03	Footwear with outer soles of wood or cork: B	*Delete* the rate of duty and *substitute* 'the pair £0 10s. 0d. or 50%.'
64.03	Footwear with outer soles of wood or cork: C	*Delete* the rate of duty and *substitute* 'the pair £1 5s. 0d. or 50%.'
64.04	Footwear with outer soles of other materials: B	*Delete* the rate of duty and *substitute* 'the pair £0 10s. 0d. or 50%.'
64.04	Footwear with outer soles of other materials: C	*Delete* the rate of duty and *substitute* 'the pair £1 5s. 0d. or 50%.
64.05	Parts of footwear (including uppers, in-soles and screw-on heels) or any material except metal: A (1)	*Delete* the rate of duty and *substitute* 'the pair £0 10s. 0d. or 50%.'
64.05	Parts of footwear (including uppers, in-soles and screw-on heels) of any material except metal: A (2)	*Delete* the rate of duty and *substitute* 'the pair £1 5s. 0d. or 50%.'
64.05	Parts of footwear (including uppers, in-soles and screw-on heels) of any material except metal: C	*Delete* the rate of duty and *substitute* '66⅔%.'
67.02	Artificial flowers, foliage or fruit and parts thereof; articles made of artificial flowers, foliage or fruit: A (1)	*Delete* the rate of duty and *substitute* '75%.'
73.10	Bars and rods (including wire rod) . . . hollow mining drill steel: B and C	*Delete* all the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* 'B. Other . . . 33⅓%.'
76.02/04	Wrought bars, rods, angles, shapes and sections, plates, sheets and strip of aluminium; . . . or other reinforcing materials): B	*Delete* the expressions in the columns 'Tariff Description' and 'Rate of Duty' and *substitute* 'B. Corrugated roofing sheets: (1) Of a gauge not exceeding 25 . . . 50%. (2) Of a gauge exceeding 25 . . . £0 0s. 1½d. or 20%.'
87.02	Motor vehicles for the transport of of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09): A	*Delete* in the columns 'Tariff Description' and 'Rate of Duty' the expression from '(2) Exceeding 1,750 c.c.' to '100%' and *substitute* '(2) Exceeding 1,750 c.c. but not exceeding 2,150 c.c. . . . 50%.' (3) Exceeding 2,150 c.c. . . .150%.'
90.01/02	Lenses, prisms, mirrors and other optical elements, of any material, unmounted or mounted for use as parts . . . of polarizing material: B	*Delete* the rate of duty and *substitute* '100%.'
90.07	Photographic cameras; photographic flashlight apparatus: B	*Delete* the rate of duty and *substitute* '100%.'
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers; any combination of these articles.	*Delete* the rate of duty and *substitute* '100%.'
90.09	Image projectors (other than cinematographic projectors); photographic (except cinematographic) enlargers and reducers.	*Delete* the rate of duty and *substitute* '100%.'
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories . . . screens for projectors: B	*Delete* the rate of duty and *substitute* '100%.'
90.14	Surveying (including photogrammetrical surveying), hydrographic, navigational, meteorological, hydrological and geophysical instruments; compasses; rangefinders: A	*Delete* the rate of duty and *substitute* '100%.'
90.16	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs . . . profile projectors: A	*Delete* the rate of duty and *substitute* '100%.'
90.25	Instruments and apparatus for physical or chemical analysis (such as polarimeter, refractometers, spectrometers, gas analysis; apparatus), instruments and apparatus for measuring or checking viscosity . . . microtomes: A	*Delete* the rate of duty and *substitute* '100%.'
90.25	Instruments and apparatus for physical or chemical analysis (such as polarimeters, refractometers, spectrometers, gas analysis; apparatus);	

(*Continued on next page*)

NIGERIA, *continued*

Tariff Item No.	Main Description of the Goods and Sub-Item No.	Amendment
	instruments and apparatus for measuring or checking viscosity . . . microtomes: C (1)	*Delete* the rate of duty and *substitute* '100%.'
90.28	Electrical measuring, checking, analysing or automatically controlling instruments and apparatus: A	*Delete* the rate of duty and *substitute* '100%.'

SECOND SCHEDULE

Exemptions from Import Duty

Schedule 2 to the Customs Tariff Act 1965 (which relates to exemption from import duties of Customs) is amended:

(a) By the deletion of the expressions 'Potable alcoholic liquor; still wine and aperitifs' in column (2) of Sub-item (4) in Item 3 and the substitution therefor of the expressions 'Drugs and pharmaceuticals; potable alcoholic liquor; still wine and aperitifs.'

(b) The deletion of Sub-item (11) (d) in Item 3 and the substitution therefor of the expressions '(d) Wire rod; galvanized wire' and 'Nails; reinforcing rounds and similar articles; wire products' in columns (1) and (2) respectively.

(c) By the deletion of Sub-item (14) in Item 3.

(d) By the deletion of Sub-item (17) in Item 3.

Explanatory Notes

This Order has the following effects:

FIRST SCHEDULE – IMPORT DUTY

Full Tariff Item No.	Description of the Goods	Effect of this Order
25.23 A	Cement clinker	Increases the rate of duty from £0 10s. 0d. the ton to £0 15s. 0d. the ton.
25.23 B (2)	Cement	Reduces the rate of duty from £5 0s. 0d. the ton or 75% to £4 0s. 0d. the ton or 66⅔% *ad val.* whichever is the higher.
27.01/04	Coal and coke	Introduces exemption from duty for coke and semi-coke of coal, of lignite or of peat.
28.01/58 B	Caustic soda (sodium hydroxide) .	Abolishes the special rate for approved manufacturers and makes all importations liable at £3 0s. 0d. the hundredweight.
29.01/45 C (1) 33.01 B (1) 33.02/04 B (1)	Synthetic perfume materials, and concentrates and enfleurage greases	Increases the special rate for approved manufacturers from 33⅓% to 50% *ad val.*
39.01/06 A 39.07 F	Moulded domestic articles; garden utensils; mats and matting – all plastic	Increases the rate of duty from 50% to 75% *ad val.*
40.01/02 40.03/04 40.05 40.06	Rubber	Increases the rate of duty from 33⅓% to 66⅔% *ad val.*
40.11 A (4)	Bicycle tyres	Alters the rate of duty from 20% *ad val.* to £0 2s. 0d. the pound or 50% *ad val.*, whichever is the higher.
41.02/08 41.10	Leather	Abolishes the special rate at 33⅓% *ad val.* for approved importers.
55.07/09 C	Cotton textiles, printed . .	Increases the rate of duty from £0 2s. 0d. the square yard or 40% to £0 4s. 0d. the square yard or 50% *ad val.*, whichever is the higher.
55.07/09 57.09/12	Textiles	Provides for a special rate at 33⅓% *ad val.* for approved manufacturers of umbrellas.
59.03 B 60.05 B (3) 62.02 A	Towel and towelling . . .	Provides for a new rate £0 4s. 0d. the square yard or 50% *ad val.* whichever is the higher, for towel and towelling of an area greater than one-third of a square yard.
60.01 A	Interlock fabric	Abolishes the special rate for approved manufacturers and alters the rate of duty to £0 5s. 3d. the pound or 50% *ad val.*, whichever is the higher, for all imports.
60.01 B	Knitted fabric, other than interlock .	Abolishes the special rate at £0 3s. 3d. the pound or 50% *ad val.*, whichever is the higher, for approved manufacturers.
64.01 B 64.02 B 64.03 B 64.04 B 64.05 A (1)	Shoes made principally of canvas and rubber or of either – including parts	Increases the rate from £0 6s. 0d. the pair or 40% to £0 10s. 0d. the pair or 50% *ad val.*, whichever is the higher.
64.01 C 64.02 C 64.03 C 64.04 C 64.05 A (2)	Shoes – other than those made principally of canvas or rubber or either – including parts.	Increases the rate from £0 10s. 6d. the pair or 40% to £1 5s. 0d. the pair or 50% *ad val.*, whichever is the higher.
64.05 C	Soles and heels imported for repairing shoes.	Increases the rate from 33⅓% to 66⅔% *ad val.*
67.02 A (1)	Artificial fruits and parts thereof – plastic	Increases the rate from 50% to 75% *ad val.*
73.10 B and C	Bars and rods	Removes the special rate at 20% *ad val.* for wire rod and galvanized wire imported by approved manufacturers.
76.02/04 B	Corrugated aluminium roofing sheets	Increases the rate for corrugated aluminium roofing sheets of a gauge not exceeding 25 from 1¼d. the square foot or 20% *ad val.* to 50% *ad val.*
87.02 A	Passenger road vehicles (cars) .	Increases the rates of duty in passenger road vehicles (cars) with an engine capacity: (a) Exceeding 2,150 c.c. but not exceeding 2,750 c.c. from 50% to 150%; (b) exceeding 2,750 c.c. but not exceeding 3,500 c.c. from 75% to 150%; (c) exceeding 3,500 c.c. from 100% to 150% *ad val.*
90.01/02 B 90.07 B 90.08 90.09 90.10 B 90.14 A 90.16 A 90.25 A 90.25 B (1) 90.28 A	Cameras – and parts, etc. . .	Increases the rate from 66⅔% to 100% *ad val.*

SECOND SCHEDULE

Exemptions from Import Duty

1. It introduces exemption from duty for empty glass bottles imported exclusively for the manufacture of drugs and pharmaceuticals.

2. It removes the restriction, as regards gauges, in respect of the exemption for wire rod and galvanized wire imported exclusively for the manufacture of nails and wire products, and extends this exemption to wire rod and galvanized wire imported for the manufacture of reinforcing rounds and similar articles.

3. It abolishes the special exemption for the following goods imported by approved manufacturers:
(i) Leather and textile materials;
(ii) Plastic materials, synthetic, in powder, liquid, solid (but not sheet) or granule form.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Letters of credit

THE INFORMATION given in last week's *Board of Trade Journal* about Nigeria on page 485 does not now appear to be correct. From our latest telegraphic information from the Trade Commissioner, in Lagos, it now seems that exports from the United Kingdom to Nigeria will not need to be covered by a letter of credit issued by a bank in Nigeria. However, until there is some form of legislation passed by the Nigerian Government which clarifies the situation, United Kingdom exporters should assume that trade will continue as hitherto.

It has also been reported by telegram that for the present time, with the exception of textiles, Japanese and Hong Kong imports into Nigeria have been banned pending a study which is currently being undertaken on suitable machinery for implementing a quota system.

With regard to importation other than those from Hong Kong and Japan involving prepayment in part or in full, it is reported that machinery is being devised by the Government, together with appropriate instructions to banks and mercantile houses, in order to ensure that no pre-payment is made until the goods concerned have been shipped to Nigeria. Permission for any such pre-payment will not be given in excess of £500.

Fuller details will be published as and when they become available.

GHANA

Notice to manufacturers

ALL MANUFACTURERS in Ghana are required to submit certain particulars in respect of their business to the Principal Secretary, Ministry of Industries, Post Office Box M39, not later than September 30, 1965.

No application for Import Licences for 1966 from manufacturers who do not provide the required particulars will be considered.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2253).

KENYA

Import licensing regulations

LEGAL NOTICE No. 216, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 7) Order, 1965, published in

the Kenya *Official Gazette*, amends, with effect from August 14, the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200, 1201) and subsequently amended, is now further amended by the insertion of the following items:

Item No.	Description of Commodity
	Division 55 Essential oils and perfume materials:
	554 Soap:
554 1 1	Soap – toilet
554 1 9	Other

The effect of this amendment Order is to add soap to the First Schedule of commodities, including those of United Kingdom origin, for which specific import licences are required.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

CAMEROON

Global quotas 1965

IT HAS BEEN announced in Yaounde, Cameroon, that the following quotas have been opened for the import of goods for the period December 1, 1964, to November 30, 1965:

Quota No.	Description	Values ('000 C.F.A. francs)
1	Dairy produce	103,000
2	Cereals other than wheat	298,000
3	Beer	188,000
4	Various beverages	255,000
5	Sugar and confectionery, cocoa and cocoa preparations, preparations of cereals, vegetables and fruits	128,000
6	Tea, coffee, spices, animals on the hoof, miscellaneous foodstuffs and preparations	1,022,300
7	Tobacco	263,000
8	Salt, cements	288,300
9	Mineral and metal products	328,946
10	Plastics and rubber products	182,379
11	Pharmaceuticals, chemicals, insecticides, matches	448,762
12	Cotton fabrics and synthetic materials, blankets	1,407,000
13	Jute fabrics and sacks	387,096
14	Hosiery and knitted goods, clothing and accessories	512,070
15	Kitchen and household ware, tools and cutlery	443,908
16	Domestic and office appliances	773,554
17	Steel, iron, cast-iron products, wood, paper and board, footwear, umbrellas, feathers, artificial flowers	859,315
18	Petroleum and petroleum products	1,215,020
19	Cars, utility vehicles and parts	781,000
20	Tractors	260,200
21	Other mechanical and electrical equipment	872,407

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

MALAGASY REPUBLIC

Import tax modifications

THE FOLLOWING modifications of import tax have been published in the *Journal Officiel* of the Malagasy Republic. Both regulations are effective from July 7, 1965:

(1) The import tax payable on petroleum spirit other than aviation spirit is raised from 22 to 24 Malagasy francs per litre; and on gas oils from 11 to 12 Malagasy francs per litre. (Tariff No. Ex 27-10.)

(2) The 2 per cent import tax on rice is suspended. (Tariff No. 10-06.)

The French text of these modifications may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Import control

PRELIMINARY NOTICE was given in the *Board of Trade Journal* of August 20 of an intensification of South Africa's import control. Details of the new restrictions, are as follows:

1. Imports of industrial raw materials, previously allowed to cover six months' consumption, will be reduced to the level of four months' consumption.

2. Applications for permits to import capital plant and equipment will be scrutinized more carefully, and importers of both plant and equipment and raw materials will be expected to obtain their requirements from local sources wherever feasible.

3. Applications for establishment of new factories or expansion of existing ones will be viewed more critically by the New Industries Committee, particularly in cases where the factory concerned would rely on a high percentage of imported raw materials or would otherwise contribute relatively little to the country's reserve of foreign exchange.

4. Existing industries which produce goods of a less essential nature and which rely on a large proportion of imported raw materials will be pegged at their 1964 level of imports.

5. Excessive stocks of motor vehicles and components will, after consultation with the industry, be reduced.

A further announcement, on August 25, of additional restrictions on consumer goods indicates that:

(a) There is to be no 'Third Round' issue of import permits (details of the 'Second Round' issue were given in the *Board of Trade Journal* of June 11).

(b) Most goods at present on the Free List will be subjected to import control.

(c) A few items are to be added to the Restricted List.

(d) The ratio of conversion of general consumer goods permits to Restricted List permits will be 3 to 1, but the concession in respect of the first R5,000 will remain.

It is understood that the issue of permits will be considered for goods already shipped, or forwarded for shipment before August 25. Fuller details will be given when received.

INDIA

Supplementary Budget August 1965

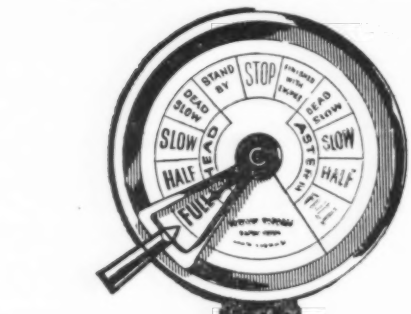
THE 1965/66 Indian Budget was announced in the *Board of Trade Journal* on March 19. The Finance Minister has now introduced a supplementary budget. The proposals of the budget include:

1. Customs Tariff has been revised. This affects chemicals, iron and steel, non-ferrous metals and machinery.
2. The surcharge of 10 per cent imposed in October 1963 is to be withdrawn, but the regulatory duty introduced in February this year is to be continued.
3. Provision is being made to reduce the Customs formalities for imports for new project, including initial stock of spares, by registering the contract in advance.
4. Excise duties have been increased by 10 per cent or more on certain items.
5. Other measures include (a) development rebate in respect of priority industries from 25 per cent to 35 per cent. Coal mining has been added to the list of priority industries. (b) fresh scheme for voluntary disclosure of unaccounted income.

Any further inquiries about the Customs and Excise duties mentioned in this notice should be addressed to ESB, Room E54, Hillgate House, Old Bailey, E.C.4. (Tel. City 5757, Ext. 468). Any other inquiries about the budget should be addressed to Commercial Relations and Exports Department, Room 337, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2277).

AIR-INDIA
A BOEING A DAY TO THE U.S.A.

BEN LINE



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BL13

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.

SINGAPORE

Imports of pharmaceutical preparations

THE BOARD OF TRADE has received a Notice to Singapore Importers No. 243 which states that with effect from August 16, 1965, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Import and Export Control and Registration Department:

Preparations containing acetysalicylic acid, phenacetin, caffeine; their salts.
Preparations contaning paracetamol (excluding injections).
Preparations containing codeine; its salts.
Preparations (excluding injections) containing ephedrine, aminophylline; their salts.
Preparations (excluding injections and external preparations) containing chloramphenicol; its esters.
Preparations (excluding injections) containing chlorpheniramine, diphenydramine; their salts.
Preparations (except injections) containing chloroquine; its salts.
Preparations containing isoniazid; its salts, sodium para-aminosalicylate.
Preparations (excluding injections) containing reserpine.
Preparations (excluding injections) containing sulphathiazole, sulphadimidine, sulphadiazine and sulphamerazine.
Preparations containing any of the following or their salts (but excluding injections): Aneurine, riboflavine, pyridoxine, cyanocobalamin, nicotinic acid or nocotinamide, ascorbic acid.
Preparations containing prednisone, prednisolone; their salts (but excluding injections and external preparations).
Preparations containing piperazine; its salts.

A Notification published on August 16, 1965, as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the abovementioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Quotas will be restricted to 70 per cent. of an applicant's proved imports for the said period and will be issued at intervals of three months commencing August 16, 1965.

Letters of Credit for the said goods must not be established and orders for such goods *must not* be placed with suppliers, unless an appropriate import licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before August 16, 1965, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota, the excess quantities will be debited against his quota for the following period or periods.

Import licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

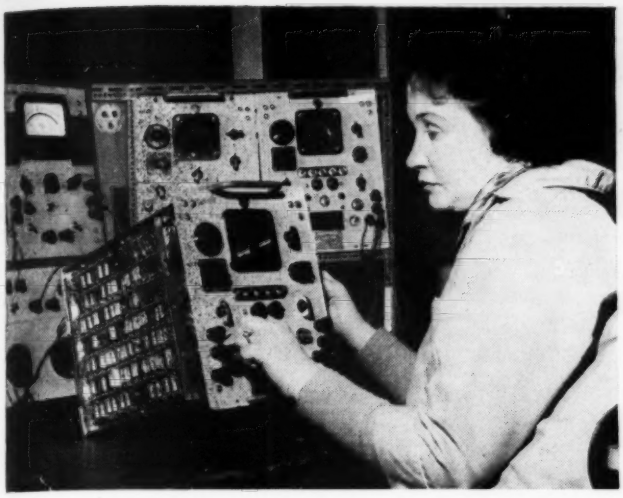
(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and
(ii) the goods shall be re-exported within the period specified in the import licence.

The quantitative restriction on goods is applied to consignments imported for consumption in Singapore. Goods imported for the purpose of re-export are not subject to quantitative restriction and are not held against the importer's quota, but such consignments are subject to the conditions outlined above.

Existing import licences for these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before August 16, 1965.

Importers who have already established before August 16, 1965, irrevocable Letters of Credit for any of the said goods, should have produced to the Department, within 14 days of this Notice, documentary evidence of the establishment of such Letters of Credit from the relevant banks:

(a) Confirming that the Letters of Credit have or have not yet been utilized; or
(b) If the Letters of Credit have been fully or partially utilized details of:
  (i) Value and quantity of goods already taken up; and
  (ii) the respective dates on which the quantities were imported.



Final tests are carried out at the Shropshire works of ATE (Bridgnorth) Limited – a company operating with the new Plessey Electronics Group – on Telegraph Distortion Measuring Equipment, orders for which have been received recently from Italy, America, France, Portugal, Poland and New Zealand.

COLOMBIA

Import regulations

IT WAS REPORTED by HM Embassy in Bogota that, by Decree No. 1765 of July 5, 1965, the customs duties on the following goods have been modified as follows:

Customs Item	Description	Duty
39.03	Regenerated cellulose; nitrates, acetates and other esters of cellulose, and other chemical derivatives of cellulose, plasticized or not ('Celoidina', collodion, celluloid, etc.); vulcanized fibre:	
B	Other:	
	I. In liquid or pasty form, granules, clots, flakes, powder, blocks, slabs, non-coherent masses and similar forms:	
	c. Cellulose acetates:	
	1. Without the addition of plasticizers, fillers, colouring and any other matters, except stabilizers	20%
51.04	Fabrics of continuous synthetic and artificial textile fibres (including fabrics of monofilaments and of flat thread of Items 51.01 or 51.02):	
A	Of synthetic fibres:	
	II. Mixed:	
	b. Cord fabric for the manufacture of tyres	20%
B	Of artificial fibres:	
	II. Mixed:	
	b. Cord fabric for the manufacture of tyres	20%
59.11	Rubberized fabrics (except hosiery):	
A	Of synthetic or artificial fibres:	
	I. Cord fabric for the manufacture of tyres	30%
	II. Other:	
C	Other:	
	II. Cord fabric for the manufacture of tyres	30%
70.20	Glass wool, glass fibre and manufactures thereof:	
A	Fibres not for weaving, and manufactures thereof:	
	I. Glass wool, unworked	20%
	II. Mats	30%
	III. Other.	
B	Textile fibres, continuous or discontinuous, and manufactures thereof:	
	I. Thread	40%
	II. Textile fabrics	50%
	III. Other	80%
84.65	Parts and components of machines, apparatus and mechanical appliances not specified or included under other Items of the Chapter, not having electrical connections, electrical insulation, coils, contacts or other electric characteristics:	
A	Screw propellers and paddle-wheels for ships	5%
88.02	Aerodynes (airplanes, hydroplanes, gliders, kites, autogiros, helicopters, etc.), rotary parachutes:	
B	With propelling engine:	
	II. Helicopters.	
88.03	Parts and components of the apparatus coming under Items 88.01 and 88.02:	
A	For helicopters	5%
B	For aerodynes coming under Item 88.02 B. III	1%
C	Other.	25%
89.01	Ships not included in the other Items of this Chapter:	
B	Other:	
	I. Sea-going vessels	0·5%
90.08	Cinematographic apparatus (cameras and sound recorders, including combined projectors with or without sound reproducing devices):	
B	Projectors with or without sound reproducing devices, soundheads and parts and components thereof:	
	II. Other	30%

VENEZUELA

Customs duty

HM EMBASSY in Caracas report that published in the Venezuelan *Official Gazette* on August 4, the Ministries of Finance and Development issued three (3) new resolutions increasing the duty on a variety of goods, with effect from August 19, 1965.

Tariff No.	Description	Duty in Bolivars
899-15-03-3	Dominos	100·00
512-09-05-2	Formol	2·00
621-01-04-1	Bars, piping, cords, thread/shapes and sheets, flexible	3·00
621-01-04-7	Threads, n.e.s.	15·00

CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Col. 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
X	54	Insert new items: Blast furnace pig iron. Carbon steel, hot- or cold-rolled, in small billets, flats, large billets, sheets in rods or cut, strip, wire rod, round and flat bars and angles with equal legs of less than 80 mm.	
	55	Page 40 – line 12 Alter the item to read: 'width and 0·18 to 0·27 mm. thickness'	
XII	66	Complete chassis for lorries, SKD, TUP or MKD	120 Dep .10,000%

Reduction of customs duties

IT HAS BEEN reported by HM Embassy in Santiago that Decree No. 1971 of the Ministry of Finance, dated August 16, 1965, the period of validity for the reduction in customs duties on urea has been extended. In the *Board of Trade Journal* of February 19, 1965, it was reported that the duty on urea for industrial use was only (item No. 944), with a nitrogen content of over 45 per cent of its dry weight, was reduced to $0.14 gold per nett kilogram. The period of validity of this reduction has been extended until December 31, 1965.

HAITI

Customs tariff

HM EMBASSY in Port-au-Prince report that two (2) Presidential Decrees have been published in the Haitian *Le Moniteur* No. 70 of August 2, 1965.

Tariff No.	Description	Rate of Duty
39.08.15	Laminated plastic sheets for facing purposes	*Gross Kg.* US $0·02 *Net Kg.* or 30% *ad val.*
21.07.06	Powdered preparations for the making-up of ice-cream and similar desserts	US $0·06 or 15% *ad val.*

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the *deletion* of item 43 and the *substitution* of the following:

43. (a) Milk, powdered and fresh (including chilled or frozen);
(b) Cream in any form, including substitutes made from vegetable fats.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing

THE TRINIDAD and Tobago Government Notice to Importers No. 6 of 1965 amends the Open General Licence (see *Board of Trade Journal* of January 15, 1965, page 138) by the addition of the following items to the list of goods which require specific licences:

Item Number	Item
Group 121	Tobacco unmanufactured (whole group).
Group 682	Copper, gunmetal and brass in ingot and other forms.
Group 684	Aluminium casting alloys in ingot and other forms.
Group 685	Pure lead in ingot and other forms; antimonial lead in ingot and other forms.
Group 686	Fine zinc alloys in ingot and other forms; galvanized zinc in ingot and other forms; zinc anodes.
Group 687	Solder in ingot and other forms; and solder fluxes.
Group 689	Anti friction metal; printing metal of the undermentined types in ingot and other forms: (a) Linotype. (b) Stereotype. (c) Monotype.
Group 721	Plates, elements and cells (including groups) used in the manufacture (or for repair) of lead acid accumulators.

Customs tariff

THE BOARD OF TRADE have received notification of the following amendments to the classification of items 716-12.01 and 699-22.09 in the Trinidad Customs Tariff. No changes of duty are involved:

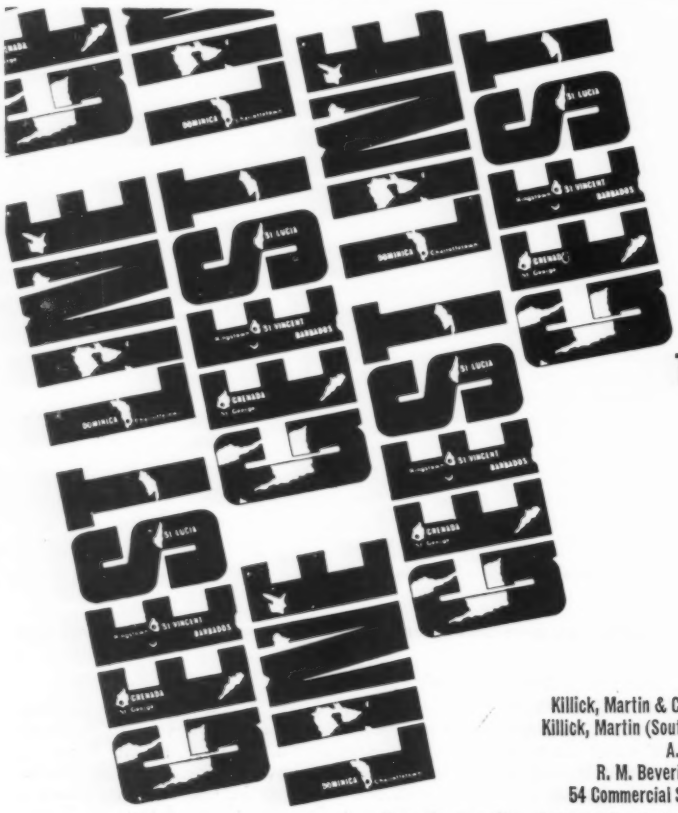
Amended Item Number and Description				Rate of Duty	
Item No.	Description	Unit for Classification	Unit for Duty	Preferential Tariff	General Tariff
716-12.01	Air-conditioning equipment one horsepower or more	100 lb. No.	Value	15%	30%
716-12.012	Air-conditioning units, less than one horsepower	100 lb. No.	Value	15%	30%
699-22.09	Parts for stoves, furnaces (not for central heating), grates and ranges made of metal (non-electric) when imported for use in the manufacture and/or assembly of stoves, furnaces (not for central heating), grates and ranges made of metal (non-electric), in plants approved for the purpose by the Minister of Industry and Commerce	100 lb.	Value	5%	10%

Inquiries about the above notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.



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Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642
Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 20044. Telex 47633
A. H. Seale & Company Limited, St. Martin House, Bull Ring, Birmingham 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6 Telex 778118
54 Commercial Street Dundee. Tel: Dundee 22131, 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

See us on Stand No. 50 at the Export Services Exhibition

An artist's impression of the proposed new deep-water harbour superimposed on an aerial photograph of Port Talbot

New horizons at Port Talbot

The future of Port Talbot as a great steel-making centre is assured by the decision to go ahead with the construction of a £17,000,000 deep-water harbour there.

The new dock's ability to take big ore ships —up to 65,000 tons, where 10,000 tons was the limit before—will bring The Steel Company of Wales into line with its European competitors who are, or soon will be, using ships of this size to carry raw materials.

It will allow the purchase of the high-grade ores which are now available but which are so far afield that they can only be transported economically in big ships.

It is a decision which opens up new horizons not only for The Steel Company of Wales at Port Talbot but for industry in the whole of the Swansea area.

THE STEEL COMPANY OF WALES LIMITED

Have you spoken with him?

Mr. Laurence W. Magrath, European Director of the Georgia Ports Authority, considers it as his personal mission to show you the most economical routing for your cargo to and from the South East and Middle West of U.S.A. Wherever you are in Europe, he can give you good advice.

Along with the rapid industrial development of the Southern States, there has been a corresponding expansion of the rail and highway facilities and services. The Georgia Ports have kept pace and offer you completely modern installations, both now and to meet the demands of the future.

Savannah and Brunswick are deepwater ports assuring you of swift and smooth cargo handling. Ships coming in from the Atlantic dock directly at all stages of the tide, summer and winter. The Georgia Ports are free of ice all year and afford every type of warehouse facility, including refrigerator storage. And their hinterland covers 13 States, from the South East to North Dakota.

Mr. Magrath knows Savannah and Brunswick. He knows the five major railroads and fifty truck lines serving the ports. He is the Man from Georgia. He knows the favorable rates which the Georgia Ports Authority has worked out with forwarders and railroad companies.

With him your cargo is in good hands!

Speak to him!

THE PORTS OF GEORGIA
GEORGIA PORTS AUTHORITY

Laurence W. Magrath, European Director · 532 Bonn/Bad Godesberg, Ruengsdorfer Str. 53 · Germany · Telephone: Bad Godesberg 69344

Relaxation of the Consignment Rule

THE EFTA Convention prescribes that, in order to benefit from the reduced EFTA tariff rates, goods of EFTA origin must be *consigned to* the importing EFTA country *from another EFTA country*. As stated in a notice in the *Board of Trade Journal* of August 6 (page 334), the EFTA Council has now agreed on a relaxation of this rule designed to allow, under certain circumstances, EFTA tariff treatment to be claimed for goods *which have been stored in a Customs warehouse in a non-EFTA country*. This relaxation may benefit, for example, EFTA exporters who use a bonded warehouse in a non-EFTA European country as a central distribution point for their goods. The present notice gives more detailed guidance on the conditions to be satisfied and on the procedures to be followed in order to take advantage of this relaxation.*

2. The relaxation will be allowed only if the goods are of EFTA origin and if the Customs authority of the importing EFTA country is satisfied that the goods:

(a) were originally consigned by an exporter from an EFTA country to the non-EFTA Customs warehouse. Customs warehouse is defined to mean locked premises and enclosed spaces approved by Customs in which goods may be stored under Customs control without payment of import duties or taxes, but does *not* include free ports or free zones;

(b) have remained continuously in that warehouse under supervision by the appropriate Customs authorities and stored there under such conditions that the substitution of, or mixing with, other goods has been prevented;

(c) were entered for Customs clearance for home use in the importing EFTA country within 12 months from the date of their leaving the EFTA country of exportation;

(d) have not been used nor undergone any operation (other than repacking) outside the EFTA Area;

(e) have not been repacked outside the EFTA Area in containers in which the goods are ordinarily sold by retail.

3. British exporters wishing to take advantage of this relaxation should observe the following procedure:

(a) When the goods are despatched from the non-EFTA warehouse the normal EFTA declaration or certificate should be completed by the firm which originally exported the goods from the United Kingdom and should be sent forward for presentation to the Customs of the importing EFTA country in the usual manner. This EFTA documentation should relate to the actual quantities of goods consigned from the non-EFTA warehouse but should show the marks and numbers of the packages in which the goods were originally exported from the United Kingdom. If the goods have been repacked in the non-EFTA warehouse the declaration or certificate should also show the marks and numbers of the packages actually being consigned, if these are known. The declaration or certificate should show, in addition to the particulars at present required, the name and address of the non-EFTA Customs warehouse in which the goods have been stored, and the date on which the goods were consigned from the United Kingdom to the warehouse. In the case of origin Forms 1, 1 (spare parts), 2 and 3, the particulars of that warehouse should be inserted in the space marked 'Consignee'; where a declaration of origin is made on the commercial invoice – EFTA declaration 'Form 1a or 1b' – the warehouse particulars and date of consignment to the warehouse should be clearly stated on the invoice in close proximity to the origin declaration.

(b) When the goods are presented for clearance in the importing EFTA country the Customs authorities there may require, in addition to the EFTA origin document referred to at (a) above, evidence that the conditions referred to in paragraph 2 above are satisfied. Exporters should therefore satisfy themselves that the security regulations in the non-EFTA Customs warehouse in which their goods are stored are sufficient to enable the non-EFTA Customs authorities concerned to issue a certificate stating that the conditions laid down in paragraph 2 above are satisfied, and that these authorities are willing to issue such a certificate. A set form of words for this certificate has not been drawn up, and in general it will suffice to obtain a certificate of identity and non-manipulation of the kind normally issued by the Customs authorities controlling Customs warehouses, provided it clearly shows that the conditions in paragraph 2 above have been fulfilled. This certificate should generally include the following information:

- date of warehousing of the goods,
- markings, identification numbers and number of packages warehoused,
- quantity and description of goods warehoused, with an indication, if possible, of value,
- date of clearance from warehouse, number of packages leaving the warehouse, and, if the goods have been repacked, markings and identification numbers of the packages,
- quantity and description of goods leaving the warehouse, with an indication, if possible, of value,
- an attestation that the goods in question have remained under continuous Customs supervision and have not undergone any processing while warehoused or, where appropriate, that their external packing has been altered under Customs supervision,
- the official stamp of the Customs at the warehouse and the signature of the responsible officer.

4. It should be noted that in any case of doubt the Customs authorities in the importing EFTA countries have the right to call for additional evidence, e.g. bills of lading, rail consignment notes, correspondence, etc.

5. Importers intending to claim EFTA tariff treatment on goods imported into the United Kingdom from non-EFTA warehouses should ensure that they obtain, for presentation to HM Customs and Excise at the port of importation, the necessary documents corresponding to those described in paragraph 3 above.

6. It is expected that until the Customs authorities in EFTA countries have had some experience of the working of this relaxation of the consignment rule, they will normally call for the certificate referred to in paragraph 3 (b) above for all consignments claiming to benefit from the relaxation. In their own interests, therefore, exporters and importers are advised to obtain the necessary certificate from the non-EFTA authorities administering the Customs warehouse for each consignment from the warehouse for which EFTA tariff treatment is to be claimed in an EFTA country, and to present it to the importing Customs authorities with the necessary EFTA declaration or certificate of origin.

7. This relaxation will come into effect on October 1, 1965, and will run until December 31, 1966. So far as imports into the United Kingdom are concerned, the introduction of the relaxation will be subject to amendment of the statutory origin regulations (The European Free Trade Association (Origin of Goods) Regulations, 1964). The EFTA Council will decide before December 31, 1966, whether the relaxation can be extended for a further period, taking

Continued on next page

*The other member States of EFTA are Austria, Denmark (and Greenland, but not the Faroe Islands), Finland, Norway (including Spitzbergen), Portugal (including the Azores and Madeira, but not Macao or Angola), Sweden, Switzerland (and Liechtenstein).

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into account both the practical experience of its operation and also the effect on its working of the decision which will be taken in the autumn on whether drawback is to be restricted on intra-EFTA trade.

8. Any inquiries arising out of this notice should be addressed to Board of Trade, Commercial Relations and Exports Department (Division 3) in respect of exports; and to Customs and Excise (Section 24), King's Beam House, Mark Lane, E.C.3, in respect of imports.

SWITZERLAND

Increases in monopoly tax on imported spirits and liqueurs

IT WAS REPORTED by the British Embassy in Berne that the Swiss Federal Council announced on August 11 that the Federal Alcohol Authority's selling price for spirits derived from stone-fruit would be increased forthwith from S.F. 861 per 100 kg. 65 per cent alcoholic content by weight, to S.F. 1,066 and the price of consumable spirits (and liqueurs) of 94 per cent alcoholic content by weight would be increased from S.F. 1,350 per 100 kg. to S.F. 1,540.

Corresponding increases in the monopoly tax would be imposed on imported spirits (and liqueurs). Thus the standard monopoly tax (applicable to liqueurs) of S.F. 750 per 100 kg. gross weight would rise to S.F. 930 and the higher monopoly tax on whisky, gin, vodka, rum, other spirits distilled from grain, potatoes and sugar, as well as cognac, and armagnac would rise from S.F. 1,125 to S.F. 1,300 per 100 kg. gross weight.

The French text of the Swiss Orders relating to these increases is held by the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

Special rates of duty on certain commodities

WITH EFFECT from April 27, 1965, the Swiss Federal Department of Finance and Customs have introduced special rates of duty for certain commodities when imported for certain specified purposes:

Tariff No.	Goods	Use	Francs per 100 kg. Normal Duty	Francs per 100 kg. Preferential Duty
48.15.22	Silk paper not printed, plain, impregnated with plastic material (resistant to tearing in the wet state).	Manufacture of tea bags .	50·00	Exempt
70.20.20	Bundles known as 'Rovings' made of continuous glass fibres arranged in parallel, not twisted.	Reinforcing plastic plates whether flat or corrugated of Chapter 39 in the Customs Tariff.	40·00	25·00

The reduction of duty on lace classified under BN No. 58.09.60 which was granted by an Order of the Federal Department of Finance and Customs of June 17, 1961, is cancelled and replaced by the following provision:

Tariff No.	Goods	Use	Francs per 100 kg. Normal Duty	Francs per 100 kg. Preferential Duty
58.09.60	Woven lace of synthetic textile fibres.	Trimmings for underlinen and underwear, of all kinds; incorporation, by sewing or embroidery stitch, in embroidery in pieces and for underwear.	1,500·00	700.00

The reduction in duty for neutral sodium sulphate (BN No. 28.37.10) granted in an Order of March 10, 1961, is cancelled.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

ITALY

Temporary reductions of customs duty

IN THE TABLE of reductions of Italian customs duty published in the *Board of Trade Journal* of August 27, page 484, the following items should read:

Tariff Heading	Commodity	Amount of Quota	Rate of Duty
2901 D II b 1	Ethylbenzene for manufacture of synthetic rubber	18,000	4%
7301 D I	Pig and cast iron, containing by weight from 0·3% to 1% titanium and 0·5% to 1% vanadium, both inclusive	—	1%
7316 A II b	Used rails	—	6½

TURKEY

Global import quotas and liberalization lists

THE TURKISH AUTHORITIES have published the following amendments to the global quotas and liberalization lists, which were published in the *Board of Trade Journal* on July 30 (pages 256-263), August 6 (pages 322-325) and August 13 (pages 382-384):

Global Import Quotas

Page No.	Serial No.	Tariff Statis. No.	
256	30	32.07.40	Other colouring substances (except pigments obtained by treating colouring earths falling within Heading No. 25.09 with ammonium hydroxide or polishing same with synthetic organic colouring materials, pigments containing zinc sulphide, iron oxides and hydroxides to which organic colouring substances have been added, zinc chromate and chrome yellow) *Add* after 'ammonium hydroxide' the words 'or with potassium hydroxide' *Delete* bracket after 'chrome yellow' and *add* 'iron oxides and lead oxides)'
256	35	32.07.40	Other colouring substances *Add* the words included in above description with additions as shown.
257	63	29.14.13	Formic acid *Replace* Tariff No. 29.14.13 by 29.14.31
258	97	39.03.12 39.03.90	rtm Cellophane (cellulose wrapping) (only hot water adhesives) *Delete* the word 'water'
258	142	51.02	*Delete* the clause 'With the permission of the Ministry of Commerce'

Liberalization List

Page No.	Serial No.	Tariff Statis. No.	
323		59.04	Only yarn of synthetic fibre for nets (for fishermen) *Replace* 'yarn' by the word 'cord'
323		28.31.30 40	Potassium hypochlorite Other *Replace* Tariff No. and description by:
		28.31.20 30 40	Only sodium chlorite Potassium hypochlorite Other

Global Import Quotas and Liberalization Lists AID allocations

Page No.	Serial No.	Tariff Statis. No.	
382	219	40.09	*Replace* Tariff No. 40.09 by 49.09

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

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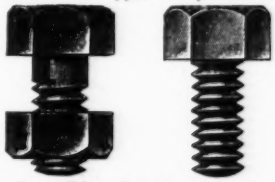

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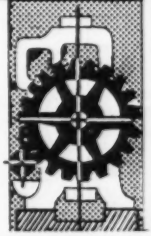

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Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry - provisional (Q)	11 June 1965
- final (Q)	9 July 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	27 Aug. 1965
Catering trades turnover (M)	20 Aug. 1965
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	6 Aug. 1965
New companies registered (M)	27 Aug. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 June 1965
Production, exports and orders (M)	27 Aug. 1965
Film industry:	
British film fund agency returns (M)	30 July 1965
Cinema admissions and takings (M)	27 Aug. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	20 Aug. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	This week
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	6 Aug. 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	13 Aug. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Aug. 1965
Business (M)	13 Aug. 1965
Industrial building:	
Provisional figures (Q)	6 Aug. 1965
Industrial production:	
Index nos. (M)	27 Aug. 1965
N. Ireland index (M)	27 Aug. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	9 July 1965
Investments and earnings overseas (6-M)	2 April 1965
Machine tools deliveries and orders (M)	20 Aug. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	This week
Retail prices index (M)	20 Aug. 1965
Retail trade:	
Index nos. (M)	13 Aug. 1965
N. Ireland index (M)	27 Aug. 1965
Shipping movement at UK ports (M)	13 Aug. 1965
Stocks:	
Manufacturers and distributors (Q)	9 July 1965
Retail (M)	13 Aug. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	20 Aug. 1965
Man-made fibres production (M)	6 Aug. 1965
Wholesale houses sales (M)	20 Aug. 1965
Wool and cotton output (M)	20 Aug. 1965
Tourism:	
International tourism (A)	This week
UK tourist traffic (M)	30 July 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	13 Aug. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	27 Aug. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
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United States Consular Offices in the UK	14 Aug. 1965

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